



RESI REDEFINING
EARLY STAGE
INVESTMENTS
WWW.RESICONFERENCE.COM

SAN FRANCISCO, CA

JAN. 10 | SAN FRANCISCO, CA

JAN. 11-12 | VIRTUAL PARTNERING



10 YEARS of matching and connecting international
life science startups with **capital investors** and **licensing partners**.



PRESENTED BY



ONSITE GUIDE

Life Science Nation has built a global partnering superstructure featuring healthcare startups and the capital investors, co-development and licensing partners who seek them.

TITLE SPONSORS



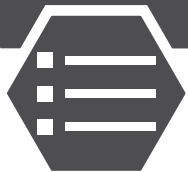
FIRST REPUBLIC



**McDermott
Will & Emery**



**CALIFORNIA
LIFE SCIENCES**



SAN FRANCISCO, CA

JAN. 10 | SAN FRANCISCO, CA

JAN. 11-12 | VIRTUAL PARTNERING

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WELCOME TO RESI



Welcome to RESI JPM San Francisco 2023! This conference kicks off the Redefining Early Stage Investments (RESI) conference series' 10th Anniversary year. Life Science Nation (LSN) is pleased to welcome the vibrant community of global early-stage capital investors, licensing strategic partners, and life science entrepreneurs.

RESI JPM San Francisco features one day of in-person partnering, panels, workshops, and the Innovator's Pitch Challenge (IPC) on January 10, with an additional two days of virtual partnering on January 11-12.

The Innovator's Pitch Challenge (IPC) will feature more than 50 finalists who will pitch directly to a live audience and panel of investor judges. RESI attendees will be able to vote for their favorite pitch, as well as learn more about each company through the poster displays in the Commandant's Room and the Crystal Ballroom.

Learn more about the tech hubs and service providers that add a collaborative and mission-driven energy to the RESI community. Connect with these organizations to learn how they support early-stage companies to succeed in their fundraising and beyond. Check out the exhibit tables and workshops and use the dynamic networking receptions to discover new and exciting ways RESI can connect you with strategic partnerships.

LSN would like to thank returning RESI Title sponsors McDermott, Will & Emery, First Republic Bank, along with our sponsors Husch Blackwell, Medmarc, BE Health Ventures, Burns & Levinson, and Big4Bio. We are proud to welcome California Life Sciences as a new Title Sponsor, and Collaborative Drug Discovery – CDD Vault as first-time RESI sponsors, and we look forward to facilitating meaningful connections between these powerful players and the innovators at RESI.

Most importantly, RESI is designed to connect early-stage companies with the capital, licensing, and channel partners that are a fit for their product and stage of development, this is done primarily through partnering. RESI partnering is a global platform that helps buyers and sellers connect on many different criteria that are essential for booking well-fitting meetings. We invite you to explore the possibilities available through RESI partnering and to make the most of your time at RESI.

Sincerely,

Dennis Ford
Founder & CEO, Life Science Nation
Creator of RESI Conference Series





MARINES' MEMORIAL CLUB & HOTEL

QUICK GUIDE TO EACH FLOOR

2ND FLOOR	
7 AM	Registration
10 AM - 5 PM	Entrepreneurs Workshops
10TH FLOOR	
8 AM - 5 PM	Partnering Forum: Tables #1 - #37 IPC Company Posters
9 AM - 5 PM	Innovator's Pitch Challenge - Track 1 Innovator's Pitch Challenge - Track 2
11TH FLOOR	
8 AM - 5 PM	Partnering Forum: Tables #38 - #65 Investor Panels Exhibition IPC Company Posters
12TH FLOOR	
8 AM - 3 PM	Partnering Forum: Tables #66 - #96

	7 AM - 8 AM Breakfast Buffet	10TH, 11TH
	12 PM - 1 PM Lunch	2ND, 10TH, 11TH & 12TH FLOOR
	5 PM - 7 PM Cocktail Reception	11TH FLOOR



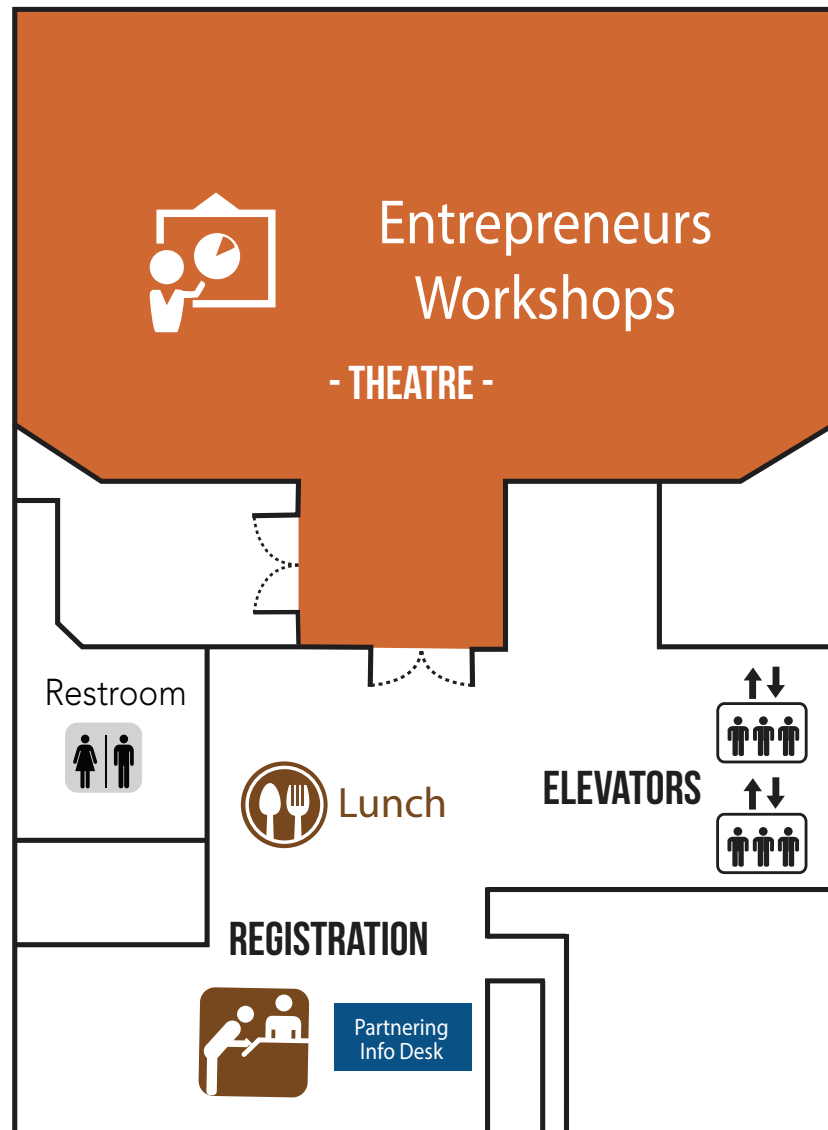
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PW: LIVINGMEMORIAL1946
(All Caps)

2ND FLOOR:

Registration (Start at 7 AM)

Entrepreneurs Workshops (10AM - 5PM)

Lunch (12PM - 1PM)



- COMMANDANT'S ROOM -

10TH FLOOR:

Breakfast Buffet (7AM - 8AM)

Partnering Forum: Table #1 - #37 (8AM - 5PM)

Innovator's Pitch Challenge

- Track 1 (9AM - 5PM)

Innovator's Pitch Challenge

- Track 2 (9AM - 5PM)

Lunch (12PM - 1PM)

INNOVATOR'S PITCH CHALLENGE POSTER

1. De Motu Cordis
2. Max Kelsen
3. Midnight Health
4. Canaria Technologies
5. Field Orthopaedics
6. Clinials
7. Laronix
8. Microbio Ltd
9. Bod Australia
10. Above Care Inc

11. CancerFree Biotech
12. Singular Wings Medical
13. SonicBalloon
14. iAmbition Technology
15. Neurobit Technologies Co., Ltd.
16. Ceresti Health
17. FaceHeart Corporation
18. Expercy
19. CytoAurora Biotechnologies, Inc.
20. Genius Holdings Co., Ltd Taiwan Branch
21. Opticyte
22. Samay Health
23. Blue Marble Health
24. Regenosine, Inc
25. Wildflower Biopharma
26. Hemex Health, Inc.
27. Smartlens Inc.
28. RevBio
29. AdviNOW Medical
30. Vasculonics

- HERITAGE ROOM -

Innovator's Pitch Challenge (Track 2)

- ROSENBERG ROOM -

Innovator's Pitch Challenge (Track 1)



ELEVATORS



Partnering Info Desk

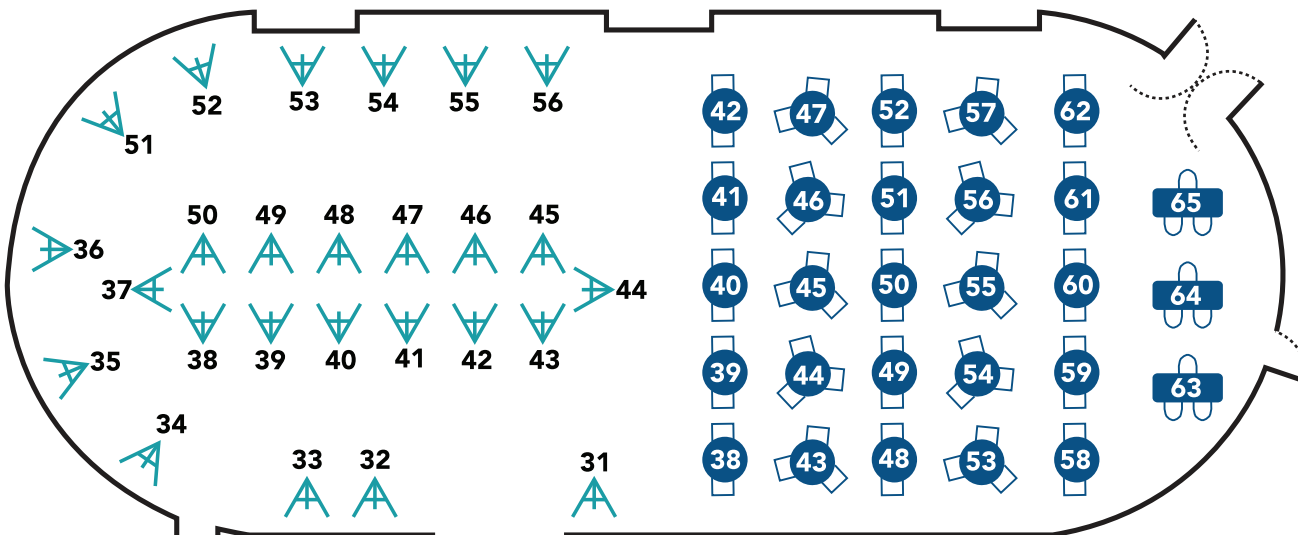


Breakfast Buffet



Lunch

- CRYSTAL BALLROOM -



11TH FLOOR:

Breakfast Buffet (7AM - 8AM)

Partnering Forum: Table #38 - #65 (8AM - 5PM)

Investor Panels (8AM - 5PM)

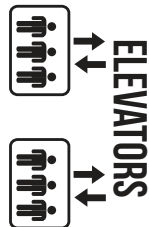
Lunch (12PM - 1PM)

Cocktail Reception (5PM - 7PM)



INNOVATOR'S PITCH CHALLENGE POSTER

Restroom



- | | |
|---------------------------|-----------------------------------|
| 31. Rancho Santa Fe Bio | 44. MUVON Therapeutics |
| 32. Acelot, Inc. | 45. Alphyn Biologics |
| 33. Cellular Vehicles | 46. DurVena |
| 34. Loxagen | 47. Maxwell Biosciences |
| 35. K Medical | 48. Aether Therapeutics |
| 36. VaxSyna | 49. ZiO Health |
| 37. PharmCADD | 50. Validus Cellular Therapeutics |
| 38. Weatherwax Bio | 51. Caladria Therapeutics |
| 39. TAB Diagnostic | 52. NeoPrediX |
| 40. SiVEC | 53. Sana Health |
| 41. JUAD Neurotech | 54. CranioSense |
| 42. ViCardia Therapeutics | 55. Nanochon |
| 43. VersaPeutics | 56. Metfora |

- CRYSTAL LOUNGE -



Breakfast Buffet



Lunch



Cocktail Reception

Investor
Panels

- LIBRARY -

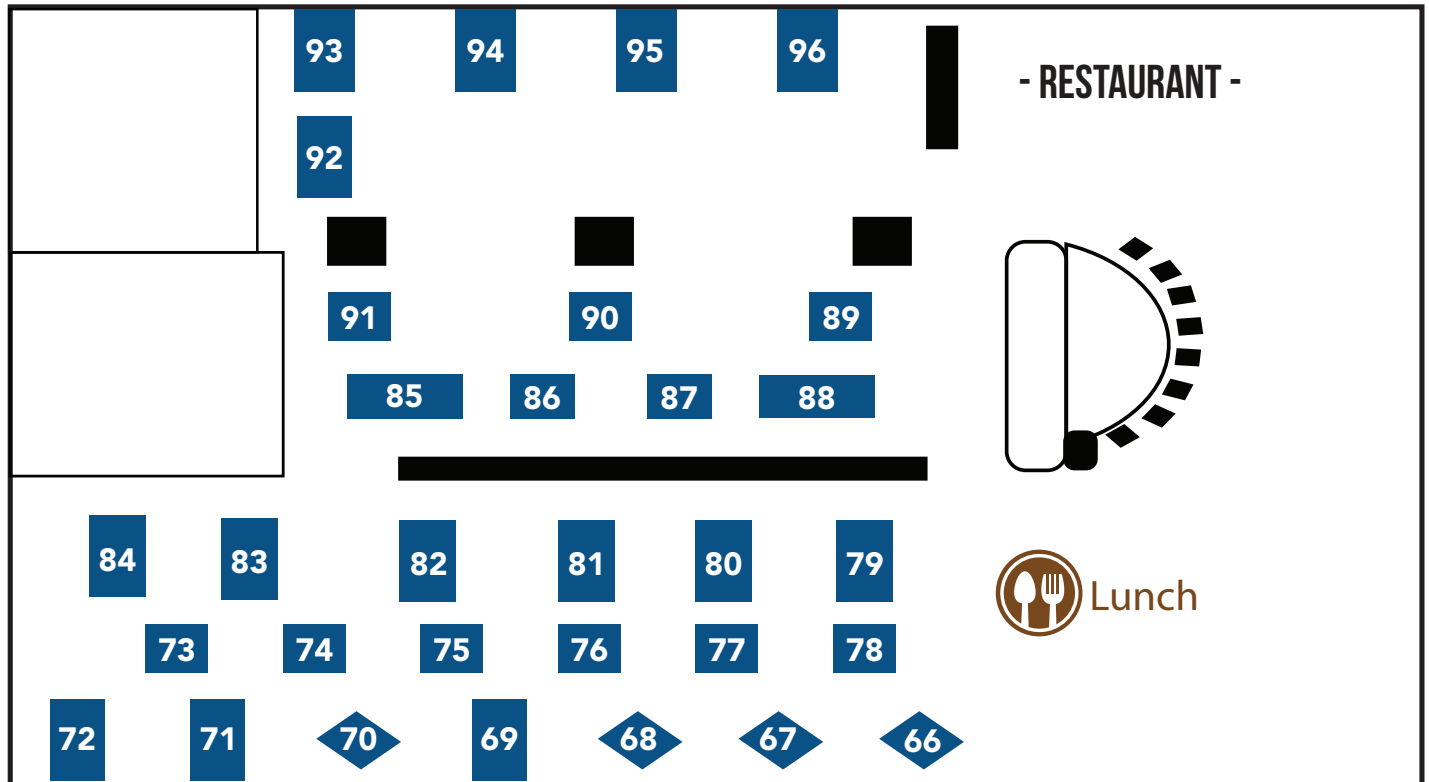
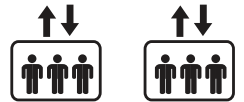
12TH FLOOR:

Partnering Forum: Table #66 - #96 (8AM - 3PM)

Lunch (12PM - 1PM)

- CHESTY'S BAR & GRILL -

ELEVATORS



PRINTERING YOUR PARTNERING SCHEDULE

2ND FLOOR	Registration Table
10TH FLOOR	Partnering Info Desk (Commandant's room)
11TH FLOOR	Life Science Nation Exhibitor Table (Crystal Lounge)



EXHIBIT TABLE

1		2		3		4	
5		6		7		8	
9		10		11		12	



INNOVATOR'S PITCH CHALLENGE

16		27		28		31		36	
37		42		43		44		45	
46		47		48		49		50	
51		52		53		54		55	
				56					

BRISBANE AUSTRALIA

- | | | | | | | | | | |
|---|--|---|--|---|---|---|--|---|--|
| 1 |  DE MOTU CORDIS | 2 |  MaxKelsen | 3 |  midnight.health | 4 |  CANARIA® | 5 |  FIELD ORTHOPAEDICS |
| 6 |  CLINIALS | 7 |  Iaronix
It sounds like me | 8 |  Microbio | 9 |  bod | | |









BE HEALTH VENTURES



- | | | | | | | | | | |
|----|--|----|--|----|--|----|--|----|--|
| 10 |  AA | 11 |  CancerFree Biotech | 12 |  singular wings | 13 |  SONICBALLOON | 14 |  雄欣科技
HONG HING TECHNOLOGY CO., LTD. |
| 15 |  Neurobit | 17 |  FaceHeart | 18 |  EXPERCY | 19 |  CytoAurora | 20 |  Genius Holdings Co., Ltd.
Taiwan Branch |

National Institutes of Health (NIH)

NATIONAL INSTITUTES OF HEALTH (NIH)

- | | | | | | | | | | |
|----|--|----|---|----|---|----|--|----|--|
| 21 |  Opticyte | 22 |  samay | 23 |  BLUEMARBLE Health | 24 |  Regenosine | 25 |  WILDFLOWER BIOPHARMA |
| 26 |  Hemex Health | 29 |  AdviNOW Medical | 30 |  Vasculonics | | | | |



CALIFORNIA LIFE SCIENCES

- | | | | | | | | | | |
|----|--|----|---|----|--|----|--|----|--|
| 32 |  Acelot | 33 |  Cellular Vehicles | 34 |  Loxagen | 35 |  K MEDICAL
SIMPLE EFFECTIVE HEALTHCARE | 38 |  Weatherwax Bio |
| 39 |  TAB DIAGNOSTIC | 40 |  SiVEC BIOTECHNOLOGIES | 41 |  VONOVA neurotech | | | | |



**CALIFORNIA
LIFE SCIENCES**

Supporting emerging and diverse innovators throughout the state through programs, partnerships, funding, cost savings and advisory services to help in the development and commercialization of their business.

TOGETHER, WE ARE CALIFORNIA LIFE SCIENCES.

To learn more about our innovation and entrepreneurship initiatives, visit

califesciences.org





JANUARY 10, TUESDAY

AGENDA

7:00 – 8:00 AM: Breakfast Buffet

8:00 AM – 5:00 PM: Onsite Partnering

8:00 - 8:50 AM

ANGELS AND FAMILY OFFICES PANEL

How Do Family Offices & Angels View Seed & Series A Rounds?

INNOVATOR'S PITCH CHALLENGE

TRACK 1

TRACK 2

ENTREPRENEUR'S WORKSHOPS

9:00 - 9:50 AM

BIG PHARMA PANEL

Strategies for Preclinical & Early Clinical Assets

INNOVATOR'S PITCH CHALLENGE #1
MEDICAL DEVICES

INNOVATOR'S PITCH CHALLENGE #8
R&D AND LIFE SCIENCE TOOLS

10:00 - 10:50 AM

PITCHING YOUR AI TO INVESTORS PANEL

Strategies for Standing Out

INNOVATOR'S PITCH CHALLENGE #2
THERAPEUTICS

INNOVATOR'S PITCH CHALLENGE #9
MEDICAL DEVICES

HUSCH BLACKWELL
FDA STRATEGIES FOR THE FUNDRAISING ENTREPRENEUR

11:00 - 11:50 AM

PEDIATRICS PANEL

Advancing Treatments for Pediatric Patients

INNOVATOR'S PITCH CHALLENGE #3
MEDICAL DEVICES

INNOVATOR'S PITCH CHALLENGE #10
DIAGNOSTICS



CALIFORNIA LIFE SCIENCES

How will early-stage and first-time founders master the funding challenge and lead successful exits in 2023?

12:00 - 1:00 PM

Lunch Break



BE HEALTH VENTURES

LEVERAGING TAIWAN

1:00 - 1:50 PM

ASIA CROSS BORDER PANEL

Building Global Partnerships

INNOVATOR'S PITCH CHALLENGE #4
MEDICAL DEVICES & DIGITAL HEALTH – AI



CALIFORNIA LIFE SCIENCES
Innovation Track
INNOVATOR'S PITCH CHALLENGE #11
THERAPEUTICS



LIFE SCIENCE NATION
Connecting Products, Services & Capital

IT ALL STARTS WITH YOUR STORY

2:00 - 2:50 PM

LONGEVITY INVESTMENT PANEL

Aging Innovation for a Better Future

INNOVATOR'S PITCH CHALLENGE #5
THERAPEUTICS

INNOVATOR'S PITCH CHALLENGE #12
MEDICAL DEVICES & DIAGNOSTICS



LIFE SCIENCE NATION
Connecting Products, Services & Capital

FUNDRAISING / INVESTOR LANDSCAPE & 10 MYTHS OF FUNDRAISING

3:00 - 3:50 PM

MEDTECH STRATEGICS PANEL

Large Corporations Seeking External Innovation in the MedTech Space

INNOVATOR'S PITCH CHALLENGE #6
DIGITAL HEALTH

INNOVATOR'S PITCH CHALLENGE #13
THERAPEUTICS



McDermott Will & Emery

NEGOTIATING TERM SHEETS

4:00 - 4:50 PM

CORPORATE VC PANEL

The Changing Landscape & New Opportunities

INNOVATOR'S PITCH CHALLENGE #7
MEDICAL DEVICES

INNOVATOR'S PITCH CHALLENGE #14
THERAPEUTICS & DIGITAL HEALTH



LIFE SCIENCE NATION
Connecting Products, Services & Capital

FIRST TIME CEO

5:00 - 7:00 PM: Cocktail Reception



SPONSORS & EXHIBITORS

Title Sponsors



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McDermott
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CALIFORNIA
LIFE SCIENCES

Gold Sponsors



MEDMARC®
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HUSCH BLACKWELL



Burns Levinson



BE HEALTH
VENTURES

Big4Bio

Silver Sponsor



CDD VAOULT®
Complexity Simplified

Exhibitors



kilobaser



watershed



SmartLabs®

Berkeley

SKYDECK



Bakar
Labs

Powered by QB3



FIRST REPUBLIC

Table #11

First Republic offers a comprehensive set of banking services, connections and guidance to support the growth of your business at every stage. We are committed to fast response and ease of use through our dedicated life sciences team, based in innovation hubs across the U.S. Our Life Science Toolkit offers you discounts on an additional suite of mission-critical services to address many of your immediate operational needs. First Republic Bank is a member of the FDIC



**McDermott
Will & Emery**

Table #8

For life sciences leaders seeking to clear their path to success, McDermott Will & Emery is an industry-leading law firm offering mission-first business solutions that are equally informed by market intelligence and proven experience. We harness the power of collaboration to bring the right combination of people, skills and knowledge to bear at the right time. Composed of top lawyers with demonstrated strength across intellectual property, FDA regulatory, transactional and litigation law, we're a purpose-built team of thought leaders united by a passion for our work. This makes us uniquely qualified to help you move business initiatives across the finish line when it matters and anticipate what's next. McDermott Will & Emery partners with leaders around the world to fuel missions, knock down barriers and shape markets. Our team works seamlessly across practices and industries to deliver highly effective solutions that propel success. More than 1,200 lawyers strong with a global footprint, we bring our personal passion and legal prowess to bear in every matter for our clients and the people they serve.



**CALIFORNIA
LIFE SCIENCES**

Table #10

California Life Sciences (CLS) is the state's most influential and impactful life sciences membership organization, advocating for the sector and its diverse innovation pipeline. For more than 30 years, CLS has served the community by supporting companies of all sizes, from early-stage innovators and startups to established industry leaders in the fields of biotechnology, pharmaceuticals, and medical technology. As integral components of a healthy and collaborative ecosystem, CLS also works closely with universities, academic and research institutions, the investment community, and other critical partners that promote this vibrant sector. With offices in South San Francisco, San Diego, Sacramento, Los Angeles, and Washington DC, CLS works to shape public policy, improve access to breakthrough technologies, educate lawmakers, and advance equity within our ecosystem by championing innovative solutions for some of the most pressing challenges of our times. In doing so, CLS fulfills its mission to protect and nurture California's life sciences industry, empowering discoveries that lead to healthier lives around the world.



MEDMARC.
Treated Fairly

Table #7

Created in 1979 by the healthcare technology industry, Medmarc's mission is to be the superior provider of liability insurance protection and related risk management solutions to the medical technology industry. We support the development, testing, and delivery of medical products that save lives and improve the quality of life. Through collaboration with our parent company, ProAssurance, and our strategic alliance carriers in the U.S. and abroad, we provide a single source of innovative healthcare liability insurance solutions to the life sciences companies we serve. From ideas and prototypes to the reality of commercialization and success – We Can Meet Your Changing Needs. Contact us to discuss the cost of insurance coverage and what coverages are needed for your business plan. (703) 652-1360



**BE HEALTH
VENTURES**

BE Accelerator is the largest growth-focused program and venture fund for healthtech, medtech and digital health startups in Taiwan. Based in Taipei, we leverage the unique strengths of our thriving ecosystem to position as the gateway to Asia for both local and international startups. Since 2018, we have backed 96 healthcare entrepreneurs and raised over \$100M USD. With our unparalleled access to hospital facilities, research institutes, investors, healthcare experts and other industry stakeholders, we strive to empower startups navigating the tricky healthcare landscape by closing the gap between ICT, healthcare and business.



SPONSORS & EXHIBITORS

HUSCH BLACKWELL

Table #12

Husch Blackwell has comprehensive knowledge of the design and structure of equity-backed transactions, as well as portfolio company structures in the healthcare, medical device and pharmacy space. Our team structures, negotiates and implements bridge, mezzanine and other types of financing, and we structure portfolio operating entities to limit liability and accommodate growth. We understand the tax repercussions and regulatory landscape involved in private equity transactions. Our team also offers transactional and strategic guidance on mergers and acquisitions, securities law compliance, joint ventures, governance issues, Food and Drug Administration (FDA) regulatory framework, and other complex contractual arrangements



Table #2

Burns & Levinson provides high-level, client-centric, and results-oriented legal services to our regional, national, and international clients. We are a full-service law firm with over 125 lawyers in Boston, Providence, and London. We offer sophisticated legal and business advice to life sciences companies throughout their life cycle – from technology and product licensing, patent and trademark procurement and enforcement, and strategic partnering and acquisitions to public and private financings, cross-border transactions, and export regulation compliance. Our firm's full areas of expertise include business/finance, business litigation, divorce/family law, venture capital/emerging companies, employment, estate planning, government investigations, intellectual property, M&A/private equity, probate/trust litigation, and real estate.

Big4Bio

The life sciences sector is witnessing unprecedented levels of innovation and investment, while the health care industry as a whole is in the midst of a sea change. If you aren't a full-time analyst, how can you keep up and find the key information you need to make the right decisions for your business? That's where we come in. Big4Bio is the premier aggregator of financial, clinical and business news on the life sciences sector. Our free, daily emails give you easy-to-scan headlines on key developments and links to content gleaned from dozens of credible industry sources. We produce individual summaries for the four most significant life sciences markets in the country: San Francisco, Boston, San Diego and Philadelphia. Big4Bio also produces BioWeekSF.com and publishes the ""On Your Mark"" guide for JPM Week/BioWeekSF in San Francisco.



Table #9

Collaborative Drug Discovery (CDD) provides an intuitive software suite extensively used by creative biologists and chemists working in academic, biotechnology and pharmaceutical settings. Their flagship product, CDD Vault, enables researchers to intuitively organize and analyze both biological and chemical data, and to collaborate with partners through a straightforward web interface. CDD helps scientists register entities, track inventory, manage assay data, capture experiments, calculate Structure-Activity Relationships (SAR), and mine their data for drug candidates. CDD was founded in 2004 and presently serves thousands of researchers doing drug discovery all around the world. Learn more at www.collaborativedrug.com



Table #5

Kilobaser has developed a microfluidic chip based DNA & RNA synthesis technology that is 100x more efficient than the industry standard. Our first product, Kilobaser Gen1 allows anyone to create DNA & RNA oligos, DNA probes and soon even siRNA therapeutics and aptamers without effort. On the market since 2020, a worldwide customer base and sales capability has already been established. Kilobaser has sold 56 instruments, more than 5000 consumables and generated more than \$1,000,000 in revenue already. Customers include the likes of Bio-Rad, Twist DNA, Sanofi and the US Navy. Now Kilobaser is preparing for Series-A funding to build a sales team and bring a new product, a fully automated 96-column synthesizer, to the market.



Table #4

Watershed Informatics is the first fully verticalized bio-IT platform. Our Cloud Data Lab enables life sciences organizations of any size to perform mission-critical bioinformatics analyses (such as bulk, single-cell, and spatial transcriptomics; ATAC-Seq; proteomics, etc.) at an order of magnitude less cost and complexity than existing solutions. With purpose-built hardware and software specifically optimized for catalyzing the life sciences development pipeline, our approach enables biologists to analyze their own -omics data and bioinformaticians to rapidly prototype and deploy bespoke analytic workflows across an organization.



Table #1

We simplify operational complexity, limit risk, and help clients conduct research more effectively. No matter how complex the science, we create options for what you need today and what you didn't expect to encounter tomorrow. Our spaces make you faster, accelerating your time to data and results. We also shift your capital spend to where it matters, with less needed up front so more can be applied to science.



Table #6

UC Berkeley's official startup accelerator. We help Cal entrepreneurs and transformational startups. Bring us your moonshot! Located on top of the tallest building in downtown Berkeley, we combine the consulting know-how of traditional accelerators with the vast resources of our research university. This robust partnership is coupled with SkyDeck's unique mentorship program to create a powerful environment for your startup. Our mentors and our large network of investors connects you to the expertise and the capital you need to launch and grow your startup...to the moon.



Table #6

Bakar Labs is UC Berkeley's world-class incubator dedicated to helping life-science startups succeed. The facility offers wet labs and office space to support 50 companies bringing innovations in therapeutics, diagnostics, research tools, food, and agriculture to market. Tenants have access to millions of dollars' worth of scientific equipment, expert advice from more than 20 industry affiliates, and a dedicated venture fund. Bakar Labs also provides programming to enrich its community of startups through executive matchmaking, expert office hours, workshops, and a regular speaker series featuring thought leaders from industry veterans to Nobel laureates. Located in the heart of a vibrant urban community, Bakar Labs has easy access to UC Berkeley's advanced scientific services and a talent pool of top-ranked students and researchers. Bakar Labs is housed in a fully-renovated, award-winning, registered landmark building, and draws startups from around the world, making it a global destination for life science entrepreneurship.

Organizer



Table #3

Life Science Nation (LSN) is a global partnering ecosystem that allows early-stage companies with compelling technology assets to get plugged into the early-stage investor and channel partner's radars with minimal cost and a big ROI. LSN is a global matching platform for early-stage buyers and sellers across the domains of Drugs, Devices, Diagnostics and Digital Health – the "4 Ds". LSN curates two databases: a buy-side of global cross-border early-stage investors/partners and a sell-side of global cross-domain technology assets. LSN also offers a sourcing and ranking service for clients who need to source and rank technology assets for channel, pipeline and portfolio development. LSN owns and operates the Redefining Early Stage Investments (RESI) conference series, a funding superstructure that runs five times a year. LSN also owns and operates the Focus on Cures Accelerator (FOC) that provides international startups a Boston-based footprint and helps them develop and execute a global investor and channel partner strategy.

“Life sciences is a dynamic, competitive space. First Republic understands the industry and is always quick to respond to our needs.”



Dyne Therapeutics
Joshua Brumm
President and CEO
Client Since '20



FIRST REPUBLIC BANK

We're a proud sponsor of Life Science Nation's RESI Boston
and a proud financial partner of life science innovators.

Explore more at firstrepublic.com/lifescience

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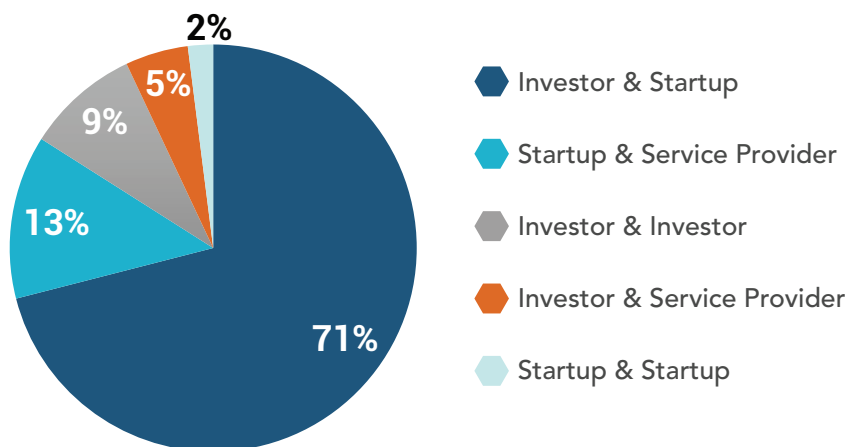
JANUARY 10: IN-PERSON PARTNERING MEETING JANUARY 11-12: VITURL PARTNERING MEETING

Investor Type	Percentage
Venture Capital	27%
Angel & Family Office	19%
Big Pharma & Medtech	17%
Corporate VC	14%
Others	8%
Endowments/Foundations	6%
Government Organizations	9%

Service Provider Type	Percentage
Professional Services	39%
CRO/CMO	30%
Non-Profit	18%
Suppliers	8%
Others	5%

Startup Type	Percentage
Therapeutics	47%
Medical Device	32%
Diagnostics	16%
Digital Health	5%

Who Meets with Whom at RESI Conferences



RESI provides a partnering forum for all stakeholders in the early stage life science world to reach out to others and build the relationships that will carry new technologies towards commercialization.



FUELING YOUR MISSION.



Your passionate pursuit of progress drives innovation in life sciences and healthcare. We know where you're coming from, but more importantly we can help you get where you're going. Let us help you navigate the legal and regulatory landscape.

VISIT US AT [MWE.COM/LIFESCIENCES](https://mwe.com/lifesciences)



**McDermott
Will & Emery**



TUESDAY, JANUARY 10 - 11TH FLOOR, LIBRARY

INVESTOR PANELS

Moderator & Panelists


8:00 - 8:50 AM ANGELS AND FAMILY OFFICES PANEL

*How Do Family Offices & Angels
View Seed & Series A Rounds?*

- **Peter Young**, Venture Partner, Pappas Capital 
- **Chase Garfield**, Analyst, KCK Group
- **Kristin King**, Member, Boston Harbor Angels
- **Neil Littman**, General Partner, Bioverge
- **Nola Masterson**, Lead Investor Portfolia Femtech Fund, Portfolia


9:00 - 9:50 AM BIG PHARMA PANEL

*Strategies for Preclinical & Early
Clinical Assets*

- **Lesley Stolz**, Regional Vice President, Early Innovation Partnering, Johnson & Johnson Innovation 
- **Niels Emmerich**, Vice President, Global Head Search and Evaluation, AbbVie
- **Duncan Huston-Paterson**, Senior Manager, Business Development, Amgen
- **Fiona Mack**, VP, Head of CoLaborator, Bayer


10:00 - 10:50 AM PITCHING YOUR AI TO INVESTORS PANEL

Strategies for Standing Out

- **Sharam Fouladgar-Mercer**, Co-Founder & CEO, Signos 
- **Drew Cutshaw**, Senior Associate, Pappas Capital
- **Gini Deshpande**, Partner, Cathay Health, Cathay Capital
- **Amit Garg**, Managing Partner, Tau Ventures
- **Lu Zhang**, Managing Partner, Fusion Fund

11:00 - 11:50 AM PEDIATRICS PANEL

*Advancing Treatments for Pediatric
Patients*

- **Andrew Meadow**, General Partner, Health Innovation Capital 
- **Gita Gupta**, Partner, NextStep Ventures
- **John Parker**, Founder & Managing Director, Springhood Ventures


1:00 - 1:50 PM ASIA CROSS BORDER PANEL

Building Global Partnerships

- **Bruce Cohen**, Venture Partner, Xeraya Capital 
- **Xi Fang**, Managing Partner, Button Capital
- **Armin Rump**, Manager, Global Business Development, Otsuka Pharmaceutical
- **Yoke Sin**, Managing Partner, iGlobe Partners
- **Oscar Zhang**, Principal, Qiming Venture Partners

2:00 - 2:50 PM LONGEVITY INVESTMENT PANEL

*Aging Innovation for a Better
Future*

- **Mary Furlong, EdD**, President & CEO, Mary Furlong & Associates 
- **Mel Barsky**, Director of Business Development, Centre for Aging + Brain Health Innovation
- **Ole Mensching**, Co-Founder and General Partner, Apollo Health Ventures
- **Ravi Mistry**, Investor, Individual Angel, 3iPartners
- **Sergio Ruiz**, Co-Founder and Managing Director, Methuselah Fund

3:00 - 3:50 PM MEDTECH STRATEGICS PANEL

*Large Corporations Seeking
External Innovation in the MedTech
Space*

- **David Uffer**, Vice President, Commercial Development, MedTech, General Inception 
- **Matt Deschner**, Business Development & Licensing - Surgical Innovations, Medtronic
- **Tamir Meiri**, Director, Venture Investments, Johnson & Johnson Innovation
- **Akhil Saklecha**, Chief Scientific Officer, Acute Care, Danaher Corporation

4:00 - 4:50 PM CORPORATE VC PANEL

*The Changing Landscape & New
Opportunities*

- **Andy Merken**, Partner, Corporate and Securities Co-Chair, Life Sciences, Burns & Levinson 
- **Jon Friedland**, Managing Director, Ventures, Cleveland Clinic Ventures
- **Lana Ghanem**, Managing Director, Hikma Ventures
- **Tom Gibbs**, Director, Debiopharm Innovation Fund
- **Sally Wang**, Venture Partner, Viva BioInnovator
- **Cheryl Zimmerlin**, Investment Director, M Ventures

Angel investors are a mainstay in the earliest financing rounds, and many consider Family Offices as the holy grail of investors. These groups share many similarities, and can work in synergy to help their portfolio companies advance. This panel will cover topics such as:

- What are the similarities and differences between Angels and Family Offices?
- What are the benefits of working with each group?
- How does investing personal money change the way Angels and Family Offices act from the traditional VC?

A startup looks to many different kinds of investors when fundraising, and understanding the fundamental differences between groups can improve the success of their approach. Angels and Family Offices frequently invest early on, and can shape the way a company develops. Panelists will discuss how best to approach them and engage their interest.

• **Peter Young**, Venture Partner, Pappas Capital 



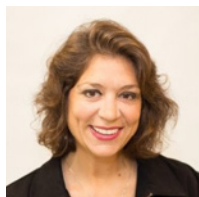
Peter is a life-science industry consultant with over forty years' experience ranging from sales representative to country general manager and CEO in multinationals and in start-ups. At Glaxo Wellcome in the mid-1990s he led the introduction of combination HIV therapy and the industry response on global treatment access. As a venture partner with Pappas Capital, Peter leads the firm's initiatives in translational medicine and is the Program Manager for Wake Forest Baptist Medical Center's Technology Development Program. He serves as an Executive in Residence at Cold Spring Harbor Laboratories and the Center for Biotechnology at Stony Brook University, Mentor in Residence in Rutgers' Health Advance program, and on the boards of several start-ups. He is a member of the Oversight Committee for the University of Miami Wallace H. Coulter Center for Translational Research, the Long Island Bioscience Hub External Review Board and the Long Island BioMentor Initiative, an advisor to New York State's Empire Discovery Institute, a past member of the BIO board and chairman of the North Carolina Biosciences Organization, and a director of Memory Pharmaceuticals from 2004 until its sale to Roche in 2009. Peter has a BA and an MBA from Indiana University.

• **Chase Garfield**, Analyst, KCK Group



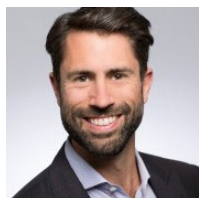
I am a recent college graduate with just over a total year combined in job experience at start-up companies. I am a very versatile worker, with experience in many business areas including finance, HR, and marketing. I am driven to find a role that will allow me to make a meaningful contribution to the company, as well as learn and expand my overall business knowledge.

• **Kristin King**, Member, Boston Harbor Angels



A Yale University Entrepreneur-in-Residence (EIR) since 2018, Kristin King is currently Vice President, Corporate Development & Strategy at Defibtech, a Nihon Kohden company based in Guilford. With over 20 years' experience across a variety of commercial and technical functions as well as responsibilities for strategic business development, Kristin has worked on healthcare solutions within both startup ventures as well as within multinational companies. She is an active angel investor with Boston Harbor Angels and serves on the Executive Board of Boston Entrepreneurs' Network.

• **Neil Littman**, General Partner, Bioverge



Neil Littman is the Founder of Bioverge, a highly curated impact investment platform exclusively dedicated to healthcare. Bioverge enables a motivated public to finance and support the health-related causes and companies most important to them. Previously, Neil was a member of the Executive Leadership Team and Director of Business Development at the California Institute for Regenerative Medicine (CIRM). As part of CIRM's leadership team, Neil developed the five-year strategic plan for managing and deploying CIRM's \$3 billion across the organization's discovery, translational, and clinical stage stem cell and regenerative medicine programs. Neil was responsible for establishing collaborations with industry partners and investors to accelerate the development of novel regenerative medicine therapies.

• **Nola Masterson**, Lead Investor Portfolia Femtech Fund, Portfolia



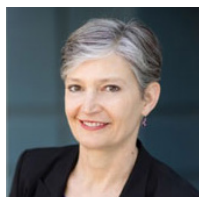
Nola Masterson is a lead investor in Portfolia FemTech Fund. The fund invests in woman's healthcare issues which utilize tech. She is the co-founder of Sequenom, Inc. She has a background in sales and marketing from Ames Company (Bayer) and Millipore. She was the first biotech analyst in biotechnology at Drexel and Merrill Lynch. She has worked with venture capital firms such as KPCB and Oak Investments. She has raised her own VC fund in the late 90's. She was a venture partner with TechnoVenture Management and opened their San Francisco office. She is the co-chair of the Woman Corporate Director San Francisco Chapter and sits on the board of several startup companies and is on the public board of Zivo BioSciences Inc.

In recent years, big pharma companies have begun looking outwards for innovative new therapeutics to add to their pipelines. This panel brings together speakers from various big pharma companies to discuss topics such as:

- How big pharma sources assets
- The evaluation and investment process
- Key factors of interest
- How early-stage big pharma is willing to look

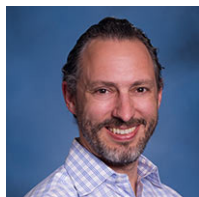
These panelists will shed light on the process that big pharma goes through when sourcing early-stage assets and advise startups on how they can best make a case for themselves. Panelists will also explore various trends within the therapeutics marketplace, what assets are of interest to their company, and what they think will be big in the future.

• **Lesley Stolz**, Regional Vice President, Early Innovation Partnering, Johnson & Johnson Innovation 



Lesley is Regional Vice President, Early Innovation Partnering at Johnson & Johnson Innovation, California. In this role, she leads identification, incubation, due diligence, negotiation, execution, and on-boarding for high-impact partnerships and collaborations in external innovation. Lesley also oversees the region's partnership portfolio and is responsible for a wide range of dealmaking solutions including research collaborations, licensing options, venture investments, new company formations, and incubation to establish value-creating partnerships with promising early-stage innovators. Previously, Lesley served as Head of JLABS @ SSF where she managed lab and business operations for the Johnson & Johnson Innovation incubator site. Most recently, Lesley was Managing Director at Lasana Partners where she successfully facilitated multiple partnerships. Before Lasana, Lesley was the Chief Business Officer of Annexon BioSciences. Lesley serves on the Board of California Life Sciences (CLS) and is a passionate contributor to this region's commitment to diversity, equity and inclusion in the life sciences industry.

• **Niels Emmerich**, Vice President, Global Head Search and Evaluation, AbbVie



Niels joined AbbVie in 2011 and has held several positions at AbbVie, including Global Commercial Leader for a late-stage oncology program, Director and Head of Commercial Business Development for Oncology, Senior Director and Head of Search and Evaluation, Oncology, and most recently Vice President and Global Head of Search and Evaluation. Transactions that Niels was involved in in his current and previous role include acquisitions (Pharmacyclics, Stemcentrx), R&D collaborations and license agreements (Argen-X, CytomX, Dong-A-ST, Harpoon, M2Gen, MD Anderson PureMHC, Turnstone, X-Chem,) and venture investments. Prior to joining AbbVie Niels was CEO of BioPheresis, co-founder and COO of immatics biotechnologies GmbH, and a strategic management consultant for McKinsey & Company. Niels attended University of Tuebingen in Germany and received a Master's in Biology and a Ph.D. in Immunology.

• **Duncan Huston-Paterson**, Senior Manager, Business Development, Amgen



Duncan Huston-Paterson is a member of the Technology Business Development group. Duncan focuses on scouting and deal-making to bring innovative technologies and platforms that enable the next generation of therapeutics at Amgen, with an emphasis on Biologics, Cardiovascular & Metabolic Disease, Clinical Biomarkers and Process Development/Manufacturing. Prior to joining Amgen in 2020, Duncan spent 4 years at Integral Molecular (a Philadelphia-based start-up) where he led a team that developed, launched, and commercialized a novel target discovery platform, resulting in multiple partnerships with large Pharma. Duncan grew up in South Africa and completed his early scientific training at University of Pretoria, before going on to receive his DPhil at Oxford University in the UK, where he studied the biochemical determinants of bird flu transmission to humans. When not working, Duncan is usually climbing in the Eastern Sierra or planning an elaborate trip somewhere else.

• **Fiona Mack**, VP, Head of CoLaborator, Bayer



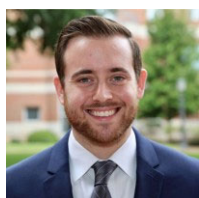
VP Head of CoLABorator US, Bayer, Fiona is responsible for external engagement, innovation sourcing, company onboarding, portfolio management, operational excellence, educational programming and P&L. In this role, she catalyzes and supports the translation of science and technology into valuable solutions for patients and consumers across the pharmaceutical, medical device, consumer, and healthtech sectors. Fiona earned her Ph.D. in Cell and Molecular Biology from the University of Pennsylvania and her undergraduate degree in Biology from Cornell University. She has led cross-functional teams at Pfizer, Roche and Ipsen to identify and evaluate opportunities based on their scientific merit and strategic alignment with oncology/immuno-oncology and rare disease portfolios. Her innovative work has been published in high impact journals and she also has several granted patents.

AI is embedded in the tech of many life science startups, but are they utilizing it to stand out to investors? Hear from life science and tech investors on how early-stage founders can pitch their AI technology effectively. The right connection can start with a strong first impression, so learn how to bring your tech from pitch to partnership.



• **Saram Fouladgar-Mercer**, Co-Founder & CEO, Signos 

Growing up in Upstate New York, Saram fluctuated between obese, overweight, athletic, and then back again, and he started Signos to tackle the obesity epidemic in America. Saram is also a Board Director and Co-Founder at Onclusive, an AI software company to measure the impact of PR, as well as originally serving as the company's Founding CEO. Prior to Onclusive, he was an Entrepreneur in Residence at Shasta Ventures focused on consumer internet and the social graph. Before joining Shasta, Saram was a Venture Capitalist at Sierra Ventures and served on the Board at Makara (sold to RedHat) and TouchCommerce (sold to Nuance). Saram began his career as an early employee at Appian (NASDAQ: APPN), a low-code software company. Saram graduated with honors with a BS in Computer Science from Princeton University and an MBA from Harvard Business School. He played NCAA D-I ice hockey and lives with his family in California.



• **Drew Cutshaw**, Senior Associate, Pappas Capital

Drew joined Pappas Capital in January 2020 as a Venture Fellow where he participated actively in investment opportunity evaluation, due diligence and deal flow management. Prior to joining Pappas Capital full-time, he worked as a resident physician in surgery at Washington University in St. Louis. He completed his medical degree at the University of North Carolina at Chapel Hill and was involved in research projects in otolaryngology, neurosurgery and medical education, and was elected to Alpha Omega Alpha Honor Society. He also completed his MBA at UNC, earning concentrations in both Healthcare and Entrepreneurship/Venture Capital. He previously completed a research fellowship with Duke University Neurosurgery focusing on development of novel treatments for meningitis and neurologic cancers before medical school. He was a recipient of the Howard Hughes Summer Research Fellowship while at Duke University, with his research focusing on neurobiological basis of drug sensitization.



• **Gini Deshpande**, Partner, Cathay Health, Cathay Capital

Gini Deshpande, PhD is Venture Partner of Cathay Health. She has over 20 years of experience creating new products and launching companies across a number of sectors in life sciences. As founder and CEO of NuMedii, she pioneered the field of AI driven drug discovery, structured critical partnerships with Pharmaceutical partners and raised the Company's initial rounds of financing. Previously, as a consultant, she helped early stage platform companies Iperian and CollabRx identify optimal markets, enabling them to raise over \$25M in financing. As director of the early stage incubation business unit at Children's Hospital Boston (CHB), she secured grant funding to enable prototype development for six medical device products. Gini has co-authored numerous papers and is the recipient of several awards. She has served on the Advisory Committee of the BIO Investor Forum for several years and is a frequent speaker at industry conferences on AI in Healthcare. She is an active advocate for increasing the participation of women in STEM and entrepreneurship and has also given talks at the United Nations on this topic. She is also an angel investor in companies at the intersection of technology and healthcare.



• **Amit Garg**, Managing Partner, Tau Ventures

Amit is currently Managing Partner at Tau Ventures, a \$15M seed fund in Palo Alto focused on applied AI in digital health, automation (cars, drones, robots), and enterprise. Key investments he has worked on in the past include UniKey (smart locks), nuTonomy (self-driving cars, sold for \$450M), BioBeats (machine learning for human well-being, acquired by Huma / Medapod), Glooko (diabetes management), Cohero Health (respiratory management), Terapede (low-dosage X-ray detection), Figure1 (medical communication), HealthifyMe (fitness and health-tracking), Healthy.io (home-based urinalysis) and RapidDeploy (cloud-based emergency response). He has been in Silicon Valley for 20 years — at Samsung NEXT Ventures, cofounded a startup called HealthIQ (as of May 2019 a series D that has raised \$120M and valued at \$450M), at Norwest Ventures, and doing product and analytics at Google.



• **Lu Zhang**, Managing Partner, Fusion Fund

Lu Zhang, Founder and Managing Partner of Fusion Fund, is a renowned Silicon Valley-based investor, a serial entrepreneur, and a Stanford Engineering alumna. Lu is a World Economic Forum Young Global Leader (Class of 2018) and was recently selected as a Best 25 Female Investor by Business Insider. She has also garnered other accolades including the Featured Honoree in VC of Forbes 30 Under 30, Silicon Valley Women of Influence, Town & Country 50 Modern Swans – Entrepreneurship Influencer, and Top 10 All America Chinese Youth. Lu is also on the Jury Board of Cartier Young Leader Award. Prior to starting Fusion Fund, she was the Founder and CEO of a medical device company focused on non-invasive technology for the early diagnosis of Type II diabetes (acq. 2012). Lu is a frequent speaker at tech events and conferences such as Davos Economic Forum, Future Investment Initiative (FII), Forbes, Web Summit, SuperReturn, etc. and also serves as a mentor and advisor to several tech innovation programs in Silicon Valley. Lu is the board member of the Youth Council of Future Forum and Future Science Award.

Since 2015, the US regulatory, public/private payor, and clinical research environments have implemented sweeping changes to the policies and requirements governing healthcare innovation targeting the pediatric patient population. Despite these changes, funding for pediatric innovation remains exponentially lower relative to the nature of the commitments being made to adult indications, especially troubling in light of nearly 40% of the world's population will be under the age of 21, yet less than 15% of all healthcare investment is targeting pediatric indications. This panel will explore several topics including:

- What are the specific gaps in pediatric patient engagement?
- How and why are current novel treatments under development superior to historic care options?
- What are the challenges that impact the efficiency, effectiveness, and successful commercialization of scientific innovations targeting the pediatric patient population?
- What changes need to be made to incentivize and motivate global healthcare manufacturers to increase their pediatric healthcare R&D budgets respectively?

Panelists will discuss topics relevant to all areas of pediatric care and the importance of addressing an underserved population, and how improvements to pediatric care can save long-term costs for the healthcare industry long after these patients reach adulthood.



• **Andrew Meadow**, General Partner, Health Innovation Capital 

For over 20 years, Andrew has achieved a significant track record of success within three critical areas of healthcare innovation: overseeing and advancing novel therapeutics and medical technologies from inception to NDA approval; executing complex corporate development transactions including capital formation, alliance management, and acquisitions; and venture finance and initial company creation. As a Principal investor with Essex Woodlands, the Michigan Economic Development Corp's Life Science Venture Fund, and Excelyrate Capital, Andrew's investing experience includes 12 executed investments. Andrew's tenure as a senior healthcare financial, business development and commercial strategy executive includes multinational experiences in pharma (Baxter) and rapid growth venture backed companies including SkinAxis and Conceivex, Inc. During his tenure at UBS Warburg, Andrew worked on a number of market leading biotech and medtech transactions. In addition, Andrew has worked with the National Institute of Health (NIH) and nationally recognized indication specific advocacy groups.



• **Gita Gupta**, Partner, NextStep Ventures

Gita is Managing Partner and Co-founder of NextStep Ventures, a seed-stage fund, focused exclusively on the \$700B pediatric healthcare market. She is also Executive Director of The Gupta Foundation, which funds translational research on interventions that have the potential to improve quality of life for individuals with neuro-developmental disorders. Her passion for funding promising discoveries in child health comes from her experience as a disability advocate, and parent to a child with autism and several comorbid medical conditions. Prior to this, Gita spent 18 years in software, and has extensive executive experience in companies at each stage of growth, ranging from seed-stage startups to Fortune 500 corporations. Gita holds an MS in Computer Science from Rutgers University and an MS in Engineering from Purdue University



• **John Parker**, Founder & Managing Director, Springhood Ventures

John founded Springhood Ventures to provide critical early support to companies developing important healthcare solutions for children. In this role, he also established and manages the program-related investment (PRI) initiative of the Charles H. Hood Foundation, a Boston-based private foundation that supports pediatric research, where he also serves as a trustee. Springhood invests on a mission-first basis in seed-stage companies developing important pediatric medical solutions. He is also an observer on the boards of Prapela, Inc., Aldatu Biosciences, Breegi Scientific, and Noninvasix, Inc. Previously, John spent 25 years in the alternative investment industry, including senior roles in venture capital, private equity, and hedge funds. John has a BA from Dartmouth College and an MBA from Dartmouth's Tuck School of Business.

These days, seeking capital from Asia-headquartered investors, pharmaceuticals, and other strategic partners may seem like nothing new. Many groups continue to expand into geographies outside of Asia to set up new offices, establishing open innovation departments, etc. However, companies based in the USA, Europe, and other parts of the world without any proper connection to Asia still find themselves struggling to engage with the right groups. This panel will discuss the following topics and more:

- How are Asian markets and regulatory hurdles different from those of the USA/Europe?
- What do cross-border investors seek in companies outside of Asia? How are they similar or different to their viewpoint on domestic companies?
- How has COVID positively or negatively impacted the decision making process?
- Aside from the effects of COVID on the industry, will cross-border investment activities continue to increase?
- What are some common mistakes investors see from entrepreneurs, and how can they be avoided?

Panelists will discuss how they have been evaluating opportunities in the midst of the COVID pandemic and what the future holds for cross-border activities in the industry. Panelists will also uncover general topics such as navigating the Asian market and the regulatory challenges associated with market entry, how to approach Asian investors and strategic groups, and more.



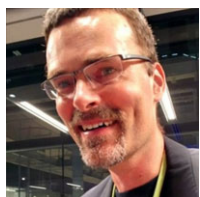
• **Bruce Cohen**, Venture Partner, Xeraya Capital 

Bruce Cohen is a Venture Partner with Xeraya Capital and CEO of Anergent Pharmaceuticals. He was the founding President and CEO of Acacia Biosciences, Cellarant Therapeutics and VitaPath Genetics. He also served as CFO at GeneSoft Pharmaceuticals and held senior positions in business development and marketing at Sequus Pharmaceuticals and at Baxter. Bruce holds a BA, cum laude and an MA from Tufts University, as well as an MBA with distinction from Harvard Business School.



• **Xi Fang**, Managing Partner, Button Capital

Dr. Fang is a managing partner of Button Capital, a firm focused on cross-border healthcare investment. Dr. Fang has strong academic and industry experience. He published over 30 papers with more than 3000 citations and 4 best paper awards. He also worked for Google and then Xiaomi Ecosystem as a director of Xiaomi wearables. Xiaomi has been world's top wearable maker since 2017. Dr. Fang has led the investments across digital health and medical devices and brought in over 50 top tier healthcare startups to China. Button Capital welcomes companies who would be interested to work with us to develop their enterprise in either China or US.



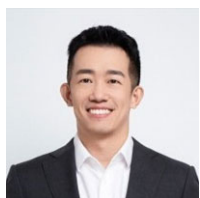
• **Armin Rump**, Manager, Global Business Development, Otsuka Pharmaceutical

Currently on an expatriate assignment from Tokyo, Armin Rump is leading the US scouting activities for Otsuka Pharmaceutical Co., Ltd. Based in Otsuka's US head office in Princeton, Armin is part of Otsuka's evaluation team, charged with identifying, evaluating and bringing into Otsuka's global development pipeline new innovative drugs that address serious medical needs in CNS disorders, renal disease and oncology. After growing up in Germany and obtaining his M.S. from the University of Stuttgart, Armin spent 18 years living in Japan, 5 of which in business development with Otsuka, where he contributed to numerous in- and out-licensing deals. Prior to Otsuka, Armin worked as a technology scout and product manager for a Japanese diagnostics company, MBL.



• **Yoke Sin**, Managing Partner, iGlobe Partners

Dr Chong Yoke Sin is the Managing Partner of iGlobe Partners, a venture capitalist firm with interests in early growth companies. For her portfolio of companies with iGlobe Partners, Dr Chong sits on the boards of HUUE Inc, a biological Dye product company, in the Silicon Valley, Anacle Ltd, an Internet of Things company listed on the HK Stock Exchange, and Docquity, an Asian doctors' portal. She also is a board observer of Accession Therapeutics, an Oxford-based TCR therapeutics company. Dr Chong's expertise covers the Deep tech, Biotech, Cybersecurity and Digital Platform investments for the venture capital firm.



• **Oscar Zhang**, Principal, Qiming Venture Partners

Mr. Oscar Zhang is a Principal of Qiming Venture Partners, focusing on investments in healthcare sector. Oscar joined Qiming Venture Partners in 2015. Prior to joining Qiming Venture Partners, Oscar worked at WI Harper as Senior Investment Associate. Before that, he worked at China eCapital Corporation (now CEC Capital Group) as Associate. Oscar has been named by PEDaily, a media outlet under Zero2IPO Group, as one of the "Forty Fancy Future Top 40 Investors". Oscar has also been named by CYZONE as one of the 'Top 40 under 40' investors in 2019. Oscar holds an MSc degree in Medical Physics from the University of Edinburgh, and an MSc degree in Risk Management and Financial Engineering from Imperial College London Business School. He also earned a BEng degree in Biomedical Engineering from Tsinghua University.

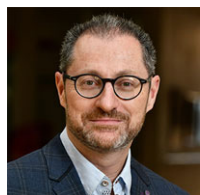
This panel will feature investors that focus on longevity. Learn about their investment preferences and how they evaluate and manage their relationships with their early-stage portfolio and prospects in this specific market. Hear from active age-tech experts on their predictions for the future of this sector.

• **Mary Furlong, EdD**, President & CEO, Mary Furlong & Associates 



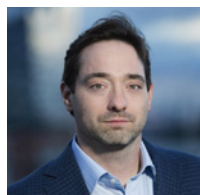
Mary Furlong, Ed.D, MFA's president and CEO, is a leading authority on the longevity marketplace. She has guided the business development and marketing strategies of leading corporations, emerging companies, and nonprofit organizations for more than 30 years. Her list of clients/sponsors includes AARP, CareLinx, Ziegler Link•age, Embodied Labs, Home Instead, Inc., iN2L, Nationwide, Ageless Innovation, Constant Companion, LifeBio, and GetSetUp. Mary founded MFA in 2003 to help socially and consumer-conscious companies understand the real needs of this growing market. At the helm of Mary Furlong and Associates, she launched the What's Next brand of events, which includes the What's Next Longevity Business Summit (formerly the Boomer Business Summit), the What's Next Longevity Venture Summit, the What's Next Washington Innovation Summit, the What's Next Academy, and most recently the What's Next Living Longer, Better, Smarter podcast with veteran reporter Fred Fishkin.

• **Mel Barsky**, Director of Business Development, Centre for Aging + Brain Health Innovation



Mel Barsky is the Director of Business Development at the Centre for Aging +Brain Health Innovation (CABHI) affiliated with Baycrest Health Sciences. He is responsible for developing and identifying new commercial opportunities and creating partnerships that will expand the continued Canadian and international growth of CABHI, as well as leading the business development, marketing and communications functions of the organization. Mel brings to CABHI more than 25 years of leadership experience in venture capital, healthcare IT, sales, marketing, operations, financial services and information technology. Most recently, Mel was President, Co-Founder, and Chief Operating Officer of INTERVENT Canada, an organization that offered evidence-based health programs to over 2.5 million people globally. Mel has also served as Director, Connected Health at Dynacare Medical Laboratories, Executive Director & Co-Founder of Scotia Private Equity, and Director of Strategy & Business Development at American Express. Mel is and has been a Board Director of a number of public and private corporations.

• **Ole Mensching**, Co-Founder and General Partner, Apollo Health Ventures



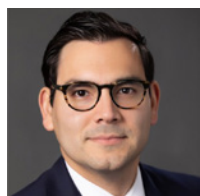
Ole is a co-founder and General Partner of Apollo Health Ventures. He is an HR expert focusing on team building and hiring in hyper-growth phases. At Apollo he provides value to portfolio companies regarding their strategic HR needs and supports them in recruiting and building up excellent teams. Ole founded CareerTeam, a headhunting agency group with a headcount of over 200 employees and offices in Hamburg, Berlin and Zurich placing executives in the tech and life science industry with a focus on building up innovation labs and new businesses. Furthermore, since 2011 Ole has built up companies with TruVenturo as a partner and board member in several companies. Ole holds a diploma in economics from the University of Cologne and a binational PhD in behavioral economics from the University of California, Berkeley and the University of Cologne.

• **Ravi Mistry**, Investor, Individual Angel, 3iPartners



Ravi Mistry is a leader, entrepreneur, angel investor, educator and mentor. His professional career has spanned the life sciences, technology, non-profits, and academics, as Founder, Board Chairman/Director, President, Vice President, Sr. Director, Manager, and Adjunct Professor. He brings experience covering all areas of business operations. He has managed closing of Seed, Series A/B funding totaling over \$35M. Ravi served as VP/BizDev at MedTree, a life sciences start-up, and as Executive Director of Indian Institute of Technology Gandhinagar Foundation to raise endowment funds. Previously, Ravi was member of founding team of Virident Systems, a technology startup acquired by HGST/Western Digital. Ravi has held management positions in the life sciences companies DiscoverX and Biologics. He is Gold Medalist from Gujarat University, India, with a BE in Civil Engineering.

• **Sergio Ruiz**, Co-Founder and Managing Director, Methuselah Fund



Mr. Sergio Ruiz serves as Co-Founder & Chief Operating Officer at Turn Biotechnologies. He also serves as Managing Director at Methuselah Fund. He serves as Advisor at Oisín Biotechnologies. As Managing Director Mr. Ruiz has years of experience discovering, analyzing, vetting and propelling longevity biotechnologies that can move the needle in the mission to increase the healthy human healthspan. He is also an entrepreneur-investor with a positive hands-on approach to investing who prides himself in helping with the incubation and formation of young academic teams and developing them into successful industry leaders. He currently holds several senior advisory roles for longevity biotech. He serves as a Board Member at Leucadia Therapeutics.

In the medical technology sector, major corporations are increasingly looking to external startups and inventors for innovative new technologies. In addition to traditional M&A, these major strategic players are exploring innovative strategies to partner with early stage startups, and our speakers will explore topics such as:

How do major corporations find new device technologies that are a fit for their pipelines?

What can an early stage startup do to find the right partner?

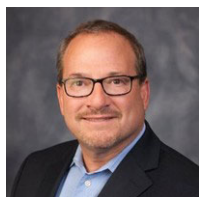
How do partnerships work, and what conditions might a major partner have?

What kind of technical and commercial validation will be required to secure a partnership?

The panelists will explore these topics with reference to the technology areas that they are looking at for their future pipelines.

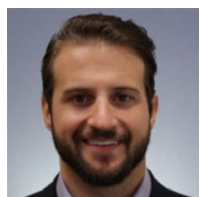
• **David Uffer**, Vice President, Commercial Development, MedTech, General Inception 

David Uffer is a 30+ year seasoned executive having a career dedicated to the Medtech industry. He currently serves as the VP Medtech at General Inception where he leads investments and the portfolio in early stage Medtech companies. In his career he has screened over 15,000 companies and continues to engage over 600 annually. Prior to General Inception David was the Senior Partner and VP of Medtech at Alira Health, a global advisory firm. He advised companies in all aspects of commercialization from Regulatory, Clinical Affairs, HEOR, go to market strategies and transaction advisory. In previous roles David led Business Development for a \$5B division of Medtronic (legacy Covidien) in their respiratory, monitoring and med/surg products business including renal care, general surgery, nutrition and wound care. He led deals in M&A, distribution, co-development and also executed minority equity investments in early stage companies of strategic interest. Prior to Medtronic, David was Director of Corporate Development at Hologic running strategy and deal flow while leading deals across gyn surgery, breast health, and molecular diagnostics. David also has managed Boston Scientific's strategy and business development function in vascular surgery, interventional medicine and oncology. He has held management roles at Integra Lifesciences leading neuromonitoring and neurosurgery business units. David initiated his career with Abbott Labs in their Diagnostics Division, managing US and APAC market development and global market assessments.



• **Matt Deschner**, Business Development & Licensing - Surgical Innovations, Medtronic

Matt Deschner is a Director of Business Development and Licensing for Medtronic's Surgical Innovations Operating Unit with a focus on its Lung Health & Visualization businesses. Matt identifies and manages inorganic growth opportunities for the business including acquisitions, minority investments, and partnerships. Prior to this role, Matt worked on Medtronic's Corporate Development team where he supported several strategic transactions for the enterprise. Matt has a Bachelor of Science in Mechanical Engineering from Purdue University, a Masters of Business Administration from the Kellogg School of Management, and a Masters of Science in Design Innovation from the McCormick School of Engineering at Northwestern.



• **Tamir Meiri**, Director, Venture Investments, Johnson & Johnson Innovation

With over a decade of experience in venture capital investment, Tamir is responsible for identifying and leading medical device, consumer and health technology investments in line with Johnson & Johnson sector strategies. This includes deal sourcing, due diligence, negotiation, structuring, decision making, execution, and post-investment portfolio management. Covering West North America, Australia & New Zealand, Tamir is an engaged, hands-on investor who likes to be detail-oriented and involved in his companies. He aims to help young entrepreneurs maximize their potential by providing meaningful advice and empowerment through close relationships and personal commitment to the people and companies in JJDC's portfolio. Prior to joining JJDC, Tamir worked at GKH Law Offices – one of the largest law firms in Israel, supporting the firm's managing partners for over six years in many aspects of the various deal processes, including marketing and business development. Tamir has a B.Sc in Chemistry from Tel-Aviv University and an extensive background in biomedical engineering and entrepreneurship, as well as an MBA with a major in Finance, from the Interdisciplinary Center in Herzliya.



• **Akhil Saklecha**, Chief Scientific Officer, Acute Care, Danaher Corporation

Akhil Saklecha is Chief Scientific Officer of Acute Care at Danaher. Akhil joined Danaher from Cleveland Clinic, where he was the Managing Director of Venture Capital leading investments into life sciences, medical devices, and digital health startups for the #2 ranked health system in the world. Prior to Cleveland Clinic, Akhil was Managing Director at Artiman Ventures in Silicon Valley where he Akhil Saklecha is Chief Scientific Officer of Acute Care at Danaher. Akhil joined Danaher from Cleveland Clinic, where he was the Managing Director of Venture Capital leading investments into life sciences, medical devices, and digital health startups for the #2 ranked health system in the world. Prior to Cleveland Clinic, Akhil was Managing Director at Artiman Ventures in Silicon Valley where he invested into early-stage technologies transforming industries across healthcare, education, ecommerce, real estate, and packaging. He also was CEO of Slive, a venture-funded startup focused on saliva diagnostics. Before becoming a VC, Akhil was CEO of an emergency physician staffing company, Chairman of Emergency Medicine (Aultman Hospital), and Vice-Chairman of Quality (AH). He has served on local, state, and national boards and committees touching emergency medicine, quality improvement, EMS services, and health insurance. Akhil is Board-Certified in Emergency Medicine and continues to practices on a part-time basis at Cleveland Clinic.



Corporate venture capital firms are an important source of capital for early-stage companies. Many major pharmaceuticals and large corporations have set up a corporate investment arm to identify early-stage companies. Strategically and financially driven in varying degrees, the implications of working with CVCs are huge, as the resources, network, and guidance provided by the CVC and the associated parent company are incredibly valuable to an entrepreneur who is actively growing their business.

This panel will discuss the following topics and more:

- How are CVCs different from traditional VCs?
- How strategically vs. financially are CVCs driven, and how does this affect their decision-making process?
- How closely does the CVC communicate with the parent company?
- What does working with a CVC entail?

Panelists will discuss each of their investment mandates and how they relate to corporate interests, and how they have been sourcing opportunities during COVID. Panelists may also explore current trending areas of interest, and what they see as emerging fields in the near future.

• **Andy Merken**, Partner, Corporate and Securities Co-Chair, Life Sciences, Burns & Levinson 



Andy is a Partner in the Corporate Group and the Venture Capital & Emerging Companies Group. He is also the Co-Chair of both the Life Sciences Group and the Securities Group. Andy focuses on business and transactional matters for a wide range of clients, with a particular concentration on Seed round and Venture Capital financings, recapitalizations, mergers & acquisitions, private equity transactions, and corporate governance. Additionally, Andy represents entrepreneurs, start-up and growth-stage companies, and investment banks, as well as venture capital investors, private foundations, family offices, and angel investors, in formation and structuring matters, equity and compensation, business contracts and general business advice and planning. Andy also represents C-level and R&D executives in employment matters. Andy works with clients in a variety of industries.

• **Jon Friedland**, Managing Director, Ventures, Cleveland Clinic Ventures



Jon David "JD" Friedland joined Cleveland Clinic in May 2021 as Partner focusing on medical device investments and is Managing Director of Ventures. JD serves on the boards of Enspire DBS, Navigate Cardiac Structures and VisionAir. Prior to joining Cleveland Clinic, JD served as a Managing Director at Wombat Capital. JD has also held senior positions at Rothschild, Lazard Frères and Wasserstein Perella. From 2016 to 2020, JD served as a Special Operating Partner at Pulse Equity Partners. Prior to joining Pulse Equity Partners, JD was Vice President, Corporate and Business Development at Henry Schein. JD was also involved in the formation of the Innovation Initiative, an investment platform for Henry Schein, and led the Innovation Initiative's first investment.

• **Lana Ghanem**, Managing Director, Hikma Ventures



Lana is the Managing Director of Hikma Ventures (the corporate VC arm of Hikma Pharmaceuticals) which she helped establish in 2015. Lana started her career at Hikma Pharmaceuticals in 2012 as the Assistant to the CEO and Director of Corporate Strategy & Development where she worked on strategic projects across various functions including strategy, M&A, operations and finance. Prior to joining Hikma, Lana worked as a Financial Analyst in the M&A department at Dresdner Kleinwort Investment Bank in London where she worked on transactions for clients across multiple industries. Lana co-founded the Innovation & Leadership Advisory Board (ILAB) at Hikma which consists of young Hikma employees whom share a dedication to advancing Hikma and ensuring it is at the frontier of innovation.

• **Tom Gibbs**, Director, Debiopharm Innovation Fund



Tom is a Director at Debiopharm Innovation Fund, Switzerland where the focus is investment in smart data companies in the healthcare space. Tom is excited to bring his broad experience to the digital health revolution, helping start-ups build value, make a medically meaningful impact, and improve healthcare. He is currently a Director on the boards of Nucleai, Carevive, BC Platforms, and Immunexpress. Previous board positions include Acteon, Biocartis and GenePOC. He has worked in the commercialization of life science technologies in start-ups and established companies in Europe and the USA (including Molecular Devices Corp, Covalys, Med Discovery, Debiopharm) for longer than he cares to admit. Hands-on experience includes operations, late-stage product development & marketing, business development, and investment.

• **Sally Wang**, Venture Partner, Viva BioInnovator



Sally Wang Liang JD MPH is a Venture Partner at Viva BioInnovator. She is a Board Member of Deka, AcuraStem, IpiNovyx, and FuseBio, Board Observer for Arrepath, Riparian, Phenomic AI, and Shareholder Representative for LucyTx, i2o and GenHouse. She is also SVP of BD, Head of the Global Business Unit at PepLib. She is also serving on the SAB of New Equilibrium Bioscience, an investor and advisor of AI Proteins, an EIR and President's Innovation Challenge Judge at the Harvard iLab, and mentor with MassBIO and Activate-Nucleate. As a lawyer, she practiced pharmaceutical patent litigation and IP licensing and clerked for a federal judge. She was also at the FDA Office of Policy and the US Senate HELP Committee Health Office. She began her career as a management consultant at Clarion Healthcare.

• **Cheryl Zimmerlin**, Investment Director, M Ventures



Cheryl Zimmerlin, PhD, joined Ventures in May 2016 and is an Investment Director in the Biotechnology team. Cheryl received her BSc. Hons. in Biology from the University of Utrecht, a MSc in Biotechnology from the University of Wageningen and a PhD in Oncology from the University of Amsterdam. Before joining M Ventures she had a successful academic career publishing in top-tier academic journals, including Nature. Cheryl is based in Amsterdam and has board presence on several healthcare portfolio companies.

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TUESDAY, JANUARY 10 - 10TH FLOOR, ROSENBERG ROOM INNOVATOR'S PITCH CHALLENGE TRACK 1

Pitch Company

9:00 - 9:50 AM
INNOVATOR'S PITCH
CHALLENGE #1
MEDICAL DEVICES



10:00 - 10:50 AM
INNOVATOR'S PITCH
CHALLENGE #2
THERAPEUTICS



11:00 - 11:50 AM
INNOVATOR'S PITCH
CHALLENGE #3
MEDICAL DEVICES



1:00 - 1:50 PM
INNOVATOR'S PITCH
CHALLENGE #4
MEDICAL DEVICES &
DIGITAL HEALTH – AI



2:00 - 2:50 PM
INNOVATOR'S PITCH
CHALLENGE #5
THERAPEUTICS



3:00 - 3:50 PM
INNOVATOR'S PITCH
CHALLENGE #6
DIGITAL HEALTH



4:00 - 4:50 PM
INNOVATOR'S PITCH
CHALLENGE #7
MEDICAL DEVICES



MEDICAL DEVICES

**Easel #1**

De Motu Cordis is a clinical stage company based in Australia. We have developed a needle-free drug device combination for the immediate treatment of anaphylaxis. We successfully completed our First in Human trial in 2022. Our dry powder inhaler has performed 8 times faster than EpiPen™ in the clinic, it is needle free, it does not have restrictive storage conditions, it will have a long shelf life and is about one third the size of an EpiPen™. We are on track to lodge our NDA in Q4 2024. This is the first product from our platform technology for rapid administration of drugs in emergency situations, when every second counts. We will open a Series A round of US \$20m in mid-2023 to take our product through an efficacy trial and pivotal study. We are in RES1 to engage with investors and strategic partners to accelerate our path to market.

**Easel #55**

Nanochon is commercializing a device for reversing cartilage damage in the knee associated with injury and early-stage osteoarthritis. The device is a flexible patch that can be rolled up and introduced arthroscopically and unfolds to fill in surface cartilage focal defects. The device then supports cartilage regrowth over time. In addition, the device is low-cost and off the shelf, a critical consideration for surgeons, providers, and payers. It remains unaddressed by existing tissue and cell products.

**Easel #12**

Singular Wings Medical CO., Ltd has been committed to medical electronics with the advantage of semiconductor technology and advanced medical diagnosis in Taiwan. We have developed a wearable sensor (BEATINFO ECG) to obtain physiological signals from skin, including electrocardiogram (ECG), heart rate (HR), respiration rate (RR), and surface temperature. With wireless transmission technologies, BEATINFO ECG uploads the physiological signals to the cloud system automatically. Our algorithms, which can detect abnormal heart rate (e.g., arrhythmia) online, help medical staff achieve real-time monitoring.

**Easel #27**

Smartlens, Inc. is a clinical-stage company changing the paradigm in glaucoma, the leading cause of irreversible blindness affecting more than 300M people. Smartlens has developed a unique platform that enables early diagnosis and helps prevent disease progression. It improves the efficacy of treatments and paves the way for a new generation of therapies. The Company's miLens is a novel contact lens-based device, capable of monitoring intraocular pressure (the primary risk factor of glaucoma) thus addressing a big unmet need since the 1950s. THERmic is a next-generation, adaptive drug delivery technology that applies personalized therapies for each patient by monitoring efficacy. Smartlens is a spinoff from Stanford University, backed by VCs, strategics, and leaders from NIH and other institutions with its strong clinical results. It has been featured in Nature Medicine and rewarded as the Winner of the "Outstanding Innovation in Medical Technology and Life Sciences" of High-Tech Awards by Octane.

THERAPEUTICS

**Easel #48**

æther THERAPEUTICS has discovered a novel mechanism of action for Low-Dose 6β-Naltrexol (ATX-001), protected by a patent portfolio, and is targeting three compelling applications. ATX-001 can serve as a pharmaceutical catalyst for the treatment of Opioid Use Disorder (OUD) and the prevention of Neonatal Opioid Withdrawal Syndrome (NOWS). Additionally, when combined with opioids, ATX-001 preserves opioid-induced analgesia while preventing dependence and other adverse effects for a non-addictive pain therapy. BREAKTHROUGH MOA: Potent at low doses, ATX-001 prevents addiction while not affecting analgesia or causing withdrawal. Pre-clinical studies funded by NIH and NIDA have shown that ATX-001 potently reverses the opioid dependent state by lowering elevated ligand-free signaling of the μ opioid receptor (MOR), a driver of opioid dependence. In short, ATX-001 acts as a Retrograde Addiction Modulator".

**Easel #24**

Regenosine is a privately held company focused on developing and marketing first-in-class musculoskeletal regenerative therapies. Our proprietary platform technology harnesses the healing potential of the purinergic system. Our goal is to offer a disease modifying therapy to significantly improve clinical outcomes and patient quality of life. Our lead product is a proprietary formulation of adenosine for intra-articular injection for regenerating cartilage in joints with established osteoarthritis, targeting a rapidly growing joint preservation market. We have demonstrated that restoring adenosine levels in affected joints can prevent the progression of OA and restore cartilage thickness in the treated joints, while reducing joint pain and inflammation. Our current strategy for the osteoarthritis product is to target the human health market independently, and the animal health market through our strategic partnership with Vetosine. In addition, we have preliminary data to support the use of our platform in other diseases for expanding our product indications.



Vasculonics started in 2017 and in developing therapeutics that protect major organs from damage when the body is stressed by acute diseases like sepsis, acute kidney injury, heart attack and stroke, or by major surgeries or transplantation, or by chronic diseases like diabetes, chronic kidney disease, pulmonary arterial hypertension and liver failure. A vascular toxin in the nitric oxide pathway (asymmetric dimethylarginine or ADMA) builds up and causes failure of the microvascular vessels which power almost all our organs, causing tremendous damage and ultimately organ failure. This pathogenic pathway has been validated in many preclinical models and in clinical correlation studies, but no one could drug it before. Vasculonics is the first to drug it with an extracorporeal medical device, an infusional biotherapeutic and an oral small

molecule. Ready for Investigational Device Exemption studies now, we believe the device will show that lowering ADMA in people has tremendous benefit.



Wildflower Biopharma, Inc. (WBI) has a patented series of small molecules, including sudemycin D6 (SD6), which target the SF3B1 spliceosome protein. SD6 has been selected for clinical development and has progressed through the initial phases of IND-enabling studies. Recurrent mutations in SF3B1 and other splicing proteins in tumors leads to an oncogenic pre-mRNA splicing program that exposes a unique vulnerability to agents such as SD6, in these cancers. WBI is seeking qualified entrepreneurial investors or partners to complete the preclinical development and initiate clinical trials for chronic lymphocytic leukemia (CLL) and/or other attractive indications. We are small startup that is committed to bringing new drugs to the clinic, and are flexible in our business approach. Wildflower Biopharma, Inc. is seeking funding for the final steps in the non-clinical IND-enabling studies and the initial clinical development (Phase I). Our vision is to find a partner

for marketing and commercialization.

JANUARY 10 | 11:00 AM - 11:50 AM

INNOVATOR'S PITCH CHALLENGE #3 MEDICAL DEVICES



Easel #46

350,000 Coronary Artery Bypass Graft (CABG) procedures are performed in the U.S. annually (~900,000 worldwide). The vein grafts expand under the arterial pressure and are subject to reported degeneration and occlusion rates from 15-25% in the first year and as high as 50% at five years. DurVena is commercializing a photochemical tissue passivation therapy ("PTP") that strengthens venous tissue and improves long term vein graft patency. Extensive pre-clinical testing of PTP in both small and large animals has been published in top peer-reviewed journals showing a significant increase in vein stiffness (5x), a comparable reduction in vein expansion, and a reduction in intimal hyperplasia (70% reduction), a precursor of stenosis and graft failure. The CABG market for PTP in just the US is \$1B/yr. PTP technology has broad utility applicable

beyond CABG including peripheral artery disease (3M procedures/yr) and arteriovenous fistula (500,000 procedures (50%+) failure rates) creating SAM over \$6.5B/yr.



Easel #21

Opticyte is a medical device start-up that was founded to address one of healthcare's most compelling unmet needs, the early detection and treatment of organ failure and sepsis. Our noninvasive Cell O2 Monitor identifies oxygen deficiency within organ cells, allowing clinicians to immediately recognize the earliest stages of sepsis and begin lifesaving treatment. For clinicians and administrators seeking to improve care of critically ill and surgical patients, the Opticyte Cell O2 monitor will enable the avoidance of organ failure, improve patient outcomes and reduce hospital length of stay.



Easel #13

SonicBallooon is a medical device team for developing high level catheter in Taiwan. We induce shockwaves by balloon catheter with ultrasound emitters to treat heavily calcified lesions. We were awarded the highest honor of 2022 Tech Innovation Excellence Award from FUTEX. We are very confident of launching our product in recent years because in this July, we received sufficient funds from the government and therefore have abundant resources to further strengthen the functionality of our product and realize our idea.



Easel #49

ZiO Health has developed proprietary biosensor technology. Using our technology we have developed an AI-Driven Point-of-Care Device for Therapeutic drug Monitoring & Precision Dosing to improve patient drug treatment outcomes. For eg, 1 in 4 inpatients in USA are on Vancomycin (VCM). It has a narrow therapeutic index, meaning VCM concentrations in blood must be carefully monitored to avoid toxicity. To maintain a therapeutic steady state, it's important to individualize dosing as different people process/remove VCM at different rates. Toxicity results in acute kidney injury and treatment failure cause reduced quality of life, and death. Currently, only 51% of doses are within therapeutic range, and 27% are too high (toxic). ZiO Health's hand held device gives quantitative results within 3-5 minutes reducing ineffective/toxic levels to <5%. We have completed performance/pre-clinical studies, received patent approval, received grants and supported by institutions such as J&J innovation & SOSV.

**Easel #29**

AdviNOW Medical is the first end-to-end encounter automation tool that nearly eliminates the clerical burden of staff. Artificial intelligence (AI) and augmented reality (AR) powered automation reduce provider time per patient, improve outcomes and increase patient satisfaction while maintaining personal provider - patient interaction. Clinics that adopt AdviNOW double their patient throughput. AdviNOW engages with the patient, registers them and collects all subjective and objective information that the physician will need to diagnose and treat. The provider portal is a one page decision support tool that provide a summary of the potential illnesses based on peer reviewed literature. The provider selects the illness and plan. The AI scribes the SOAP and writes into the EMR freeing the provider from documentation and the administrative burden.

**Easel #14**

iAMBITION is an AI sensor SaaS company. Our solutions include risk assessment, safety perception, life detection, comprehensive early warning and abnormal event notification and alarm.

**MaxKelsen****Easel #2**

Max Kelsen is an award winning artificial intelligence and digital health solutions company supporting healthcare and life sciences institutions globally throughout the full product lifecycle from research and ideation, regulatory and market access planning through to end-to-end product development and post market surveillance. Max Kelsen has a proven track record in developing and translating clinical data platforms, companion applications, software as a medical device and digital therapeutics in partnership with healthcare providers and researchers as well as world renowned medical device manufacturers. In 2020, MK was a partner of the year for both Google Cloud (GC) and Amazon Web Services (AWS), was named in Deloitte's technology fast 50 and was recently recognized as Google Cloud's Healthcare Partner of the year.

**Easel #15**

Neurobit was founded in 2016, with an aim to provide revolutionary technology to the medical community. We have been developing our own hardware and software solution, offering comprehensive neuro-functional digital diagnostic system that ease the lives of healthcare professionals around the globe. Our mission is to solve unmet neuro-clinical needs and offer a triple-win solution to professionals, patients and insurance companies.

**Easel #45**

Alphyn is a novel biotherapeutics company operated by experienced pharmaceutical industry scientists and business executives. It has a product pipeline developing well validated products focused on \$40B inflammatory and rare diseases of the skin. Alphyn's lead product is focused uniquely to treat all causes of Atopic Dermatitis (AD), both infected AD, with the expectation it will be the only topical approved to kill AD's bacterial complications including the drug resistant MRSA bacteria, and non-infected AD, with an impressive safety and side effect profile. Alphyn has obtained an accelerated development advantage with a Phase 1 waiver utilizing extensive safety data. Alphyn has a way forward to 10 years FDA exclusivity for AD with FDA New Chemical Entity and QIDP designation. Preclinical data shows an excellent efficacy and safety profile. The company has an impressive patent application portfolio. Alphyn has completed enrollment in its Phase 2a clinical trial in non-infected AD.

**Easel #47**

Founded in 2016, Maxwell Biosciences is a preclinical drug platform company that develops biomimetic therapeutics "highly stable synthetic compounds that mimic and improve upon natural peptides. Inspired by nature, these small molecules are created by Maxwell's exclusive, First-in-Class CLAROMER" brand drug discovery platform and have been shown to be effective in destroying viruses, bacteria, fungi, yeast, mold and biofilms with a single compound, while safely avoiding healthy cells. Drug candidates from this "One Drug for Many Bugs" technology have been shown to be well-tolerated in human tissues in vitro, and in multiple animal studies. The compounds imitate key components of the immune system, humanity's greatest asset in fighting disease. Maxwell's technology is protected by numerous granted and pending patents and is led by a world-class team of experienced life science executives. To learn more about Maxwell Biosciences, visit MaxwellBiosciences.com, or follow us on Twitter and LinkedIn.



Easel #50

Validus Cellular Therapeutics is addressing the dramatic need for novel approaches to antimicrobial resistant infections by launching the first bacterial infection targeting cellular therapy. Based on compelling foundational preclinical efficacy and MoA evidence in large animals, Validus has a clear regulatory, biomanufacturing, and clinical trial strategy. Validus is seeking an additional cell therapy experienced investor to join our Series A syndicate!



Easel #43

VersaPeutics is a late pre-clinical stage biopharma company based in San Diego, CA, developing original and licensed technology from the University of California at San Diego (UCSD) to repair the injured central nervous system (CNS). VersaPeutics is developing novel therapies to restore brain circuits based on the recently discovered neurodevelopmental signaling biology of protein morphogens and their receptors, which sculpt and maintain synaptic circuits in the developing CNS through carefully controlled spatiotemporal expression patterns. VersaPeutics has developed a potent and specific humanized monoclonal antibody called VersaMab-101. In vivo and in vitro studies support the development of VersaMab-101, including efficacy data in mouse models of spinal cord injury, neuropathic pain and Alzheimer's disease. The antibody is ready for IND enabling safety toxicology studies followed by phase 1 studies for both intravenous and intrathecal.

JANUARY 10 | 3:00 PM - 3:50 PM

INNOVATOR'S PITCH CHALLENGE #6 DIGITAL HEALTH



Easel #16

Ceresti activates family caregivers to reduce hospitalizations for frail elderly Medicare Advantage (MA) members, including those with Alzheimer's/dementia. Ceresti's platform leverages data and predictive analytics to enroll family caregivers (spouses, adult children); and activate and support them in a program of personalized education, proactive (social worker) coaching, and caregiver-enabled remote monitoring; all delivered via a dedicated tablet that is shipped to the caregiver's home. An 80% reduction in hospitalizations ($p=0.02$) and a 53% reduction in medical costs ($p=0.003$) were realized in an independently validated clinical study in MA members with dementia. These unmatched cost savings are accelerating traction. Ceresti is seeking capital to commercialize its digital health platform and scale the business.



Easel #17

FaceHeart Corp. improves human health by transforming the healthcare, home automation, and insurance industries through its proprietary video-based rPPG solution, FaceHeart Vitals" SDK, allowing for seamless integrations into a variety of settings to measure heart rate, heart rate variability, blood pressure, respiration rate, oxygen saturation and stress index seamlessly and remotely. FaceHeart Vitals" SDK is the core component of FaceHeart products, it provides application developers with a series of software modules, allowing them to easily incorporate the contactless vital signs measurement solution into their desired applications. Currently, FaceHeart Vitals" SDK supports Android, iOS, Windows, and Linux and can be easily integrated into hardware devices equipped with an adequate single camera.



Easel #3

Midnight Health is a direct-to-patient digital healthcare company, providing people with the tools they need to manage their health, improving the patient experience, accessibility to care and reducing the fragmentation of the healthcare industry. Our technology platform enables customers to directly access our network of healthcare practitioners, partners, products and services. This includes text-based prescriptions, video telehealth, pharmacy delivery, pathology, radiology and specialist referrals and digital health programs for managing chronic disease. Since launching in February 2021, we have seen over 30,000 patients through our four consumer brands - Stagger.com.au, Youly.com.au, Hub.health and Vidality. health (a world first precision supplement to improve gut health). We have raised a combined \$16m AUD capital from nib, one of Australia's largest health insurers.



Easel #52

NeoPrediX develops decision support tools with maternal, neonatal and perinatal screening platforms to evaluate, optimize and personalize medical strategies in pediatrics. We utilize intelligent algorithms and digital health solutions for neonatal and perinatal care based on deep medical data and science, developed by experienced scientists, pediatricians, and neonatologists.

MEDICAL DEVICES



Canaria Technologies is at the forefront of Predictive Biometrics Systems, providing non-invasive wearable devices powered by proprietary biometric algorithms to predict and prevent Cognitive Fatigue and Heat Stress.

Easel #4**Easel #18**

Expercy is a biomaterial technology platform that design and manufacture biocompatible materials into medical devices. Our expertise has developed medical devices that are in use of surgical applications, orthopedics as well as ophthalmology. Today, our proven technology in biocompatible materials has focused on an absorbable, anti-adhesion drug delivery system that improve the precision delivery of the drug on orthopedic treatment. Specifically, our regulatory-compliant product, osteovoke bone graft provides a minimal-invasive and pain-reduction medical solution to orthopedic treatment in petcare. Osteovoke bone graft gives veterinarians an easy and direct access to fracture sites adjunct to surgery to accelerate the bone healing process. We reduce discomfort for the pet and let them get back to being our best friends healthier and happier.

**Easel #5**

"Quick Procedure, Fast Recovery. We Nailed Hand Fractures". Field Orthopaedics (FO) is a revenue stage Australian medical device company operating in the Orthopaedics Devices Market, dedicated to innovating and delivering best in class medical implants and solutions to advance extremity surgery, specifically targeting the hand and wrist market. We reimagine an underserved extremity segment which traditionally experienced limited innovations and fragmented approaches to solving clinical problems, leading to lower complication rates and better patient outcomes. At FO, we bring together ideas & innovations to build what Hand surgeons want and get patients to activity faster. We are at the forefront to re-invent orthopaedic hand surgery.

**Easel #53**

FDA Breakthrough device designation for fibromyalgia (class II), Sana is an audiovisual neuromodulation device that gives anxiety relief on demand, giving it applications across pain and mental health. Denovo submission under review with FDA. Fibromyalgia, Pivotal in Neuropathic pain finishing January 2023, Anxiety and PTSD. We also have a pivotal study underway in Neuropathic pain at Mount Sinai, and two more pivotals in Anxiety and PTSD due to start in Q1. DoD, DHS grants for PTSD, Pain and Sleep and Resiliency. NIDA competition win. We are on market under a 513g Designation as a wellness device, allowing for speedy clinical trials and adoption. Future areas - depression, post op pain and dementia. The user puts on the device, and pulses of light and sound induce deep relaxation or sleep within 16 minutes.



Vote for Your Favorite Technology

Conference attendees will be given "RESI Cash" upon entry to invest in the companies they find most compelling throughout the entire 2 days of the in-person RESI. Top 3 companies with the most RESI Cash "invested" are announced during the closing networking reception.

- 1st Place – Complimentary tickets to 3 RESI events of your choice (up to 2 tickets per event)
- 2nd Place – Complimentary tickets to 2 RESI events of your choice (up to 2 tickets per event)
- 3rd Place – Complimentary tickets to 1 RESI event of your choice (up to 2 tickets per event)

The logo for Burns & Levinson is located in the top left corner, consisting of the word "Burns" inside a white circle followed by the word "Levinson". The background of the entire page is a dark blue field filled with a complex network of thin, light blue lines connecting numerous small dots, creating a sense of global connectivity and data flow. A large, semi-transparent red circle is positioned behind the main title text.

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Burns & Levinson provides sophisticated legal advice to life sciences companies at all phases of the business life cycle. We are proud to support the 2023 RESI Conference.

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TUESDAY, JANUARY 10 - 10TH FLOOR, HERITAGE ROOM INNOVATOR'S PITCH CHALLENGE TRACK 2

Pitch Company

9:00 - 9:50 AM
**INNOVATOR'S PITCH
CHALLENGE #8**
**R&D AND LIFE SCIENCE
TOOLS**



10:00 - 10:50 AM
**INNOVATOR'S PITCH
CHALLENGE #9**
MEDICAL DEVICES



11:00 - 11:50 AM
**INNOVATOR'S PITCH
CHALLENGE #10**
DIAGNOSTICS



**CALIFORNIA
LIFE SCIENCES**

Innovation Track

Featuring Companies from California Life Sciences

1:00 - 1:50 PM
**INNOVATOR'S PITCH
CHALLENGE #11**
THERAPEUTICS



Weatherwax Bio

2:00 - 2:50 PM
**INNOVATOR'S PITCH
CHALLENGE #12**
**MEDICAL DEVICES &
DIAGNOSTICS**



3:00 - 3:50 PM
**INNOVATOR'S PITCH
CHALLENGE #13**
THERAPEUTICS



4:00 - 4:50 PM
**INNOVATOR'S PITCH
CHALLENGE #14**
**THERAPEUTICS & DIGITAL
HEALTH**



**Easel #6**

Clinials is a Brisbane-based AI driven participant recruitment platform, solving the problem where 80% of clinical trials fail to meet enrolment deadlines. Clinical trials are costly necessities for research and development (R&D) of novel devices and treatments, yet with more than half failing to finish they become even costlier for pharmaceutical companies. Without R&D we wouldn't have things like birth control or cancer treatments, this is why fixing the problem of clinical trials being unable to recruit participants is so important. Clinials' platform works with AI, converting complex trial protocol into plain language anyone can understand. We're also speaking to participants when they're ready to sign up for a trial, unlike the old methods which call databases of uninterested patients out of the blue. Our constructive methods are working for vaccine, diabetes, chronic pain and a host of other therapeutic trials which had previously failed in recruitment.

**Easel #19**

CytoAurora is developing single-cell technology and focusing on Diagnostic and CDMO application platforms. Our mission is to build a world-leading bio-company through a unique integration of Taiwan's semiconductor, A.I. technology, precision machinery, and biomolecular technology. We developed a "Cell Reveal system," IVD certified by TFDA and NMPA for performing rare circulating tumor cell detections in precision medical applications. CytoAurora has over 20 patents in various fields, such as semiconductor biochip and artificial intelligence systems. We insist on our technology, independent innovation, and sustainable invention. Moreover, we can select specific cells for gene amplification and analysis for future research. As the leader in single-cell technology, CytoAurora also provides robust and customized equipment in rapid drug screening, single-cell selections, cell therapy applications in the pharma market.

**Easel #20**

Genius Holdings, established in 2016, is a research and development startup specializing in R&D of IoMT-related device and services for respiratory health care and ultrasound applications. The company has multinational invention patents for passive ultrasonic detection technology, and its patented technology is used in respiratory health care related medical devices. Our strength is that non-smart medical devices can be transformed into smart devices which can be transmitted wirelessly without WIFI/Bluetooth technology and without changing the original design of the product.

**Easel #37**

Pharmcadd is an AI-based drug discovery company established in March 2019. PharmCADD has focused on R&D and developed a comprehensive technology platform, covering small molecules ("Pharmulator"), DDS/RNA ("PharmVAC"), PROTAC ("PharmTAC"). we aim to discovery new drug candidates faster and more accurately using computer simulations, computational chemistry and AI technology, and so on, which contrasts traditional laboratory experiment-based approach. In other words, while it takes about 10 years on average to deliver drug candidates for clinical trials by the traditional approach, the AI-based process only requires 1 to 2 years, and with relatively lower possibility of mistakes as well. Our technology has been validated in the market by multiple licensed out contracts with major domestic pharmaceutical companies. In particular, our AI-assisted mRNA COVID-19 vaccine is currently under global clinical trial phase 2a. For now, we have 10+ pipelines across anti-cancer, autism, blood anticoagulant and COVID-19 treatment projects.

**Easel #54**

At CranioSense, we are on a mission to unlock the hidden parameters of brain health by enabling on demand neurological insight and treatment across the neurological care spectrum. IPASS (Intracranial Pressure Assessment and Screening System) is the first product that we are bringing to the market to realize that mission, a noninvasive medical device for initial diagnosis and continuous monitoring of intracranial hypertension, the point at which ICP becomes clinically unacceptable. IPASS will provide actionable information required in the pre-hospital and emergency department space to triage individuals at risk of intracranial hypertension, monitor a patient's status as ICP rises over hours and days, and treat patients earlier and more effectively to reduce and even prevent intracranial hypertension for patients with head trauma and non-traumatic headache, though future patient populations include those with stroke, hydrocephalus, sepsis, cardiac arrest, and acute liver failure.

**Easel #7**

Laronix has developed a world's first natural voice technology for human voice-loss. It is an AI based platform technology that voiceloss people are using to generate a superior voice quality in speech and singing for the first time. The solution is patented, FDA/TGA registered and clinically verified in independent studies and we are now moving to manufacturing and commercial roll-out.



Easel #28

RevBio is a clinical stage company developing a regenerative, high-strength, injectable bone adhesive called Tetranite® that provides a new capability for surgeons to transform bone fixation and repair. Following rapid bonding to bone the material reabsorbs over the course of months and during this process the material's osteo-promotive properties accelerate bone healing. The use of this unique material will reduce the duration and complexity of orthopedic and dental procedures, allow for more minimally invasive surgeries, and improve patient outcomes by reducing their pain, recovery time, and the overall cost of care. RevBio is developing a portfolio of specific applications across both dental and orthopaedics which address several large global market opportunities totaling over \$7 billion. RevBio has raised over \$25 million in equity and non-dilutive funding and is now seeking an additional \$25 million Series A round to fund the Company through commercialization readiness on several indications.



Easel #22

At Samay, we're working to identify respiratory decline for chronic respiratory patients with our AI-enabled acoustic resonance technology. Our solution "a device named Sylvee, after our founder's abuela " is a prototype modeled after continuous glucose monitoring sensors. The device attaches to the patient's chest and injects sound through the thoracic cavity, listens back to it, and captures changes in resonance as a proxy for pulmonary function. Our goal is to become the first company to finally close the loop on today's ineffective approaches to monitor and manage respiratory patients at home by avoiding difficult and expensive diagnostic procedures and personalizing treatment, resulting in a significant reduction of annual deaths and expenses in the US. The company has 4 granted US patents and raised \$3.7M (60% in grants) and has been tested in 80 COPD, asthma and long-COVID patients.

JANUARY 10 | 11:00 AM - 11:50 AM

INNOVATOR'S PITCH CHALLENGE #10 DIAGNOSTICS



Easel #11

CancerFree Biotech has a patented bionic tumor culture system to build patient-derived organoids (PDO). Our service- ex vivo avatar anti-cancer drug screen (called "E.V.A. Select") combine liquid biopsy, in vitro tumor organoid culture, AI image and precision medicine together as avatar technology. Within our service, we helps physicians and patients develop the optimal treatment strategy to fight cancer at all stages which reduces the chance of clinical ineffective drug use and unnecessary toxicity. Especially, those who are late stage, multiple metastases and without standard treatment guidelines to follow with. Further, we are also working on applying our technology to collaborate with pharmaceutical companies. pharmaceutical companies can validate their potential compounds during preclinical stage even conduct to clinical trial phase parallely.



Easel #26

Hemex Health has launched "Gazelle" -- a new generation of point-of-care diagnostics. Gazelle platforms combine proprietary technology with mHealth advantages to reach new levels of test accuracy and economic value. Gazelle's market success is demonstrated in its adoption by small labs, clinics, community hospitals and NGOs in 26 countries. Hemex tests are easy to use, robust for challenging environmental settings, and digitally connected. Gazelle includes: 1) the only miniaturized, automated electrophoresis test for hemoglobinopathy testing in 8 minutes and 2) an advanced fluorescent immunoassay (FIA) technology with superior detection over other leading platforms. These powerful technologies can support a large menu of tests. Gazelle is also being miniaturized further into a palm-sized device "targeted for the US home market and exploding mHealth market worldwide.



Easel #56

Metfora is an early-stage spinout company from the University of Arizona. Based on research performed in the laboratories of Prof Ruslan Rafikov and Prof Olga Rafikova, the company is developing an innovative blood test that can differentially diagnose chronic diseases such as lung disorders, heart disease, diabetes and cancers. Using measurements of panels of metabolites in the blood combined with machine learning, the test can uniquely detect a wide range of diseases while still in their early stages of progression. There is huge unmet need for such a diagnostic test. 45% of all Americans suffers from at least one chronic disease. Many of them are undiagnosed, misdiagnosed, or diagnosed only late in the progression of their disease. The technology allows these diseases to be detected in their early stages using a simple blood test.



Easel #8

Microbio is an Australian biotech company developing InfectID " a novel molecular diagnostic technology that came out of Queensland University of Technology. InfectID unlocks new capability of qPCRs to detect, identify and quantify pathogens direct from sample. InfectID delivers actionable intelligence to clinicians allowing for targeted antimicrobial treatment " improving patient outcomes and reducing the emergence of antimicrobial resistant organisms. Microbio has already achieved regulatory clearance in Europe and the UK for its Bloodstream Infection product that detects the 26 pathogens responsible for 95% of sepsis in about 2 hours. To date Microbio has raised AUD 9million and is looking to conduct its Series B raise in 2023 to complete R&D on product enhancements, establish manufacturing to reduce supply chain issues and conduct clinical trials for entry into the US market.

THERAPEUTICS

CALIFORNIA
LIFE SCIENCES

Innovation Track

Featuring Companies from California Life Sciences

Acelot**Easel #32**

Acelot is the first company to develop a poly-disaggregator drug that treats the multiple protein aggregate targets found within a single neurodegenerative patient. We are targeting protein aggregates in neurodegenerative diseases by breaking the existing dogma of antibody approaches. Our small molecule approach is cell-penetrant, brain-penetrant, and treats multiple targets at once. Acelot's compounds are discovered through a unique machine learning platform that incorporates novel protein aggregate assay data. Acelot is a seed stage biotechnology company founded by UC Santa Barbara Computer Science Professor Ambuj Singh.

Loxagen**Easel #34**

Lipoxygenases play a key role in exacerbating numerous diseases. Loxagen has exclusive rights to the first platform for generating Lipoxygenase isozyme specific inhibitors. Our co-founders include the world's foremost experts on stroke diseases and lipoxygenase enzymes. Grant funding of \$16MM to Harvard/UCSC co-founders enabled company to complete most of the GLP IND enabling studies for lead molecule for Sub arachnoid hemorrhage. Recently awarded SBIR Phase 1 of \$256K for SAH dosing studies We are looking to raise \$8MM seed round in tranches to complete IND and Phase 1 for SAH with a commitment for \$5 MM contingent on finding lead investor. Other molecules in the pipeline target pancreatic cancer and diabetic retinopathy.

SiVEC
BIOTECHNOLOGIES**Easel #40**

Recognized as the 2022 Top Emerging Company by BIO International, SiVEC Biotechnologies has developed BactPac " " a live biotherapeutic delivery platform to enable the next generation of nucleic acid and gene editing therapies. BactPac is a cutting-edge drug delivery platform that overcomes the limitations of viral vector and LNP delivery systems. By combining efficient drug manufacturing and ideal drug delivery, BactPac is poised to transform the industry. BactPac has remarkable versatility in the types of therapeutic payloads it can produce, including mRNA, siRNA, proteins, and CRISPR/Cas, it can deliver these payloads to a wide range of tissues and tumors (including the pancreas, lungs, heart, kidney and brain), and is highly engineered to be safe and non-immunogenic. SiVEC's mission is to develop advanced biologics for hard-to-treat

diseases and out-license the BactPac platform to companies needing a safe, tissue-targeted method of delivery to advance nucleic acid and gene therapies into clinical stages.

**Easel #38**

Weatherwax Biotechnologies is a seed-stage drug discovery platform company developing the next generation of induced-proximity medicines.

MEDICAL DEVICES & DIAGNOSTICS

CALIFORNIA
LIFE SCIENCES

Innovation Track

Featuring Companies from California Life Sciences

**Easel #33**

Cellular Vehicles is automating patient-side cell therapy handling, prep, and infusion. Our goal is to enable these groundbreaking therapies by building a consensus platform for patient-side delivery that improves efficacy and lowers costs of care.

VONOVA
neurotech**Easel #41**

Vonova Neurotech, a medical device company based in San Diego, is developing a first-in-class technology to help epileptologists diagnose the source of drug-resistant epilepsy without the risks of drilling through the skull. Today, the only method to plan epilepsy surgery is to invasively place electrodes through the skull a gruesome diagnostic surgery to plan epilepsy surgery. This diagnostic bottleneck has led to the underutilization of epilepsy surgery and left 1.4 million US patients with a lifetime of disability until their premature death. The solution, Cerebro Atlas, is the safer and faster alternative for epileptologists to obtain seizure data via electrocorticography (ECoG). The proprietary system incorporates the latest in endovascular technology to access the brain surface and deploy an electrode array directly onto the cortical region of interest. With this disruptive technology, Vonova Neurotech intends to be a global leader in the field of neuro-

interventional surgery.



Easel #35

K-Medical is primarily focused on bringing simple and effective healthcare to the elderly. Like millions of families worldwide, our founders have experienced aging family members going through the debilitating experience of bed sores while undergoing chronic illness in the final stages of their lives. Our founders are committed to improving the lives of the elderly and have brought together their engineering and technological excellence to make this happen. K Medical's revolutionary hospital bed will solve the age old problem of bedsores and bring much desired relief to the patient population with limited or no mobility. 3 million adults in US suffer from bedsores every year. Billions of dollars are spent in US alone to treat bedsores annually. Efficacy and effectiveness of various marketed bed sore products in contributing to the treatment and prevention of bed sores is highly questionable. K-medical promises mattress with efficacy to prevent bed sores.



Easel #39

We are a non-invasive diabetes testing and monitoring company. We are developing the first portable saliva-based, graphene field-effect transistor assay to measure Glycated Albumin (diabetic biomarker). At TAB Dx, we strive to change the year or more delays to reach A1c targets to the recommended 3 to 6 months for people with Type 2 Diabetes through the faster confirmation of diet, exercise, and medication, delaying the progression of diabetes and related complications.

JANUARY 10 | 3:00 PM - 3:50 PM

INNOVATOR'S PITCH CHALLENGE #13 THERAPEUTICS



Easel #9

Bod Science is an Australian based ASX listed cannabis company focused on drug development. Aqua Phase, a drug delivery solution owned by Bod, is a patent pending technology which can improve the bioavailability of lipophilic compounds in humans. Aqua Phase delivers a product that has quicker onset, greater efficacy and lower dosage requirements resulting in fewer side effects and lower input costs. Aqua phase, is a water-soluble combination of a lipophilic compound and a modified starch that is presented as a powder which can be delivered in multiple dosage formats including tablets, capsules, powders and liquids. Two distinct, first-in-class products have been developed utilizing CBD (cannabidiol) "a hard gel capsule and bulk powder (suitable for pharmaceutical and food applications) Bod Science is positioned to commercialization these two products through in-licence and royalty agreements.



Easel #44

MUVON Therapeutics is a clinical stage Life Science Spin-off from the University of Zurich developing an autologous cell therapy for the regeneration of skeletal muscle tissue aiming to provide safe and effective treatments to millions of patients suffering from seriously debilitating diseases by not only repairing damaged tissue but also increase the regenerative potential of weakened muscles. Our initial area of focus is the treatment of stress urinary incontinence in women, supporting them respectfully throughout their journey to a healthy life (currently in Phase I).

Caladria Therapeutics

Easel #51

Caladria is a precision neuromedicine company focused on using unbiased human data-drive approach to discover and develop novel therapeutics for neurodegenerative diseases. Our CEO & Co-Founder, Dr. Jonathan Grima, is one of the world's leading experts in the Nuclear Pore Hypothesis in neurodegeneration, for which he was awarded Forbes Top 30 under 30 in science (2019). Based on his discovery and previous research, Dr. Grima and his team are discovering new pathways and clinical assets in neurodegenerative diseases. Dr. Grima is supported by a team of business visionary, drug development and commercialization executive, legal expert, neuroscience and data experts and the world's leaders on neurodegenerative disease as our Scientific Advisors.



Easel #42

ViCardia Therapeutics is addressing Acute Heart Failure (AHF), one of the most pressing needs in cardiovascular medicine today. Currently there is no therapy addressing the mortality risk of the patient hospitalized with AHF. Our management team, board of directors, and scientific advisory board are the brightest stars in the heart failure constellation. The management team has prior experience taking companies from start up to successful exit. ViCardia is developing a breakthrough therapy, GP531, a potent, long-lasting, mitotropic agent, administered as an infusion therapy, targeting mitochondrial dysfunction, reversing the decline in the production of cellular energy, and improving cardiac function, specifically increasing left ventricular ejection fraction. GP531 is the first therapy designed to improve total cardiac performance, increase left ventricular ejection fraction, and reduce mortality in patients with worsening heart failure. ViCardia has assembled a formidable, global patent platform consisting of 40 patents.

**Easel #10**

Above Care is dedicated to addressing the medical unmet needs for hemodialysis, carotid artery and potentially various cardiovascular diseases, in hope of minimizing patient's medical risk and ailment while improving their wellness. It plans out product with patient's wellness in mind, designs with easy and comfortable to use and implement AI technology for over 95% prediction accuracy. Some products further implement care services that proactively notifies the care providers, the patient and family contacts on detection of abnormal condition, and helps to coordinate the scheduling of interventions. We are a pool of experienced talents mostly of 20+ years in research, medical, software, product design and machine learning.

**Easel #23**

Blue Marble Health is a digital telehealth and remote therapeutic monitoring chronic disease management platform that improves clinical workflows while engaging patients in meaningful ways to improve their health. Our evidence-based platform, developed with non-dilutive NIA/NHLBI grants, contains self-assessments, exercises, educational programming, goal setting, and a health diary, among other digital tools essential for increasing clinical capacity without costly infrastructure expenses. Clinicians use the web-based portal to design and monitor personalized programs that suit their patient's needs. The population health dashboard and bespoke report functionality ensures all stakeholders obtain the data needed to care for their patients. The FDA-registered platform easily integrates into any modern EHR enhancing rather than replacing

existing clinical practices and workflows. The women owned, 15-person company is looking to build its C-Suite and add a sales and marketing team capable of expanding its reach into large payor/provider health plans.

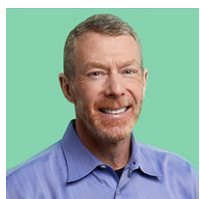
**Easel #31**

We are a clinical stage, calcific disorders platform company based in San Diego. We have our lead drug, ataciguat, is entering into Phase III clinical trials in the US, EU, UK and Canada. We also have a very deep preclinical pipeline. We are raising a Series A Preferred round to finance our clinical trial.

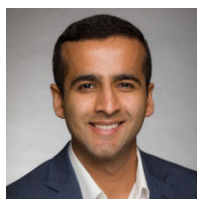
**Easel #36**

VaxSyna discovers and develops efficacious, cost-effective, plant-produced vaccines and antibody therapeutics to combat pandemic threats, emerging diseases, intentionally disseminated pathogens, and widely prevalent diseases. VaxSyna uses highly immunogenic, easily modifiable platforms to rapidly develop vaccines and therapeutics to address unmet needs to global threats.

INNOVATOR'S PITCH CHALLENGE JUDGES

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**Jian Cao**

Sr Research Manager &
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Health
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**Karen Drexler**

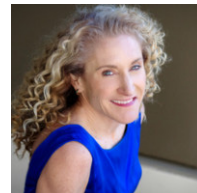
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Astia Angels

**Gary Gershony**

Partner
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**Anton Gopka**

CEO and General
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ATEM Capital

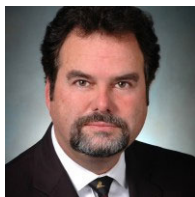
**Linda Greub**

General Partner
Avestria Ventures

INNOVATOR'S PITCH CHALLENGE JUDGES



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Innovation Scouting
Director - North America
Eppendorf



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(MTEC)



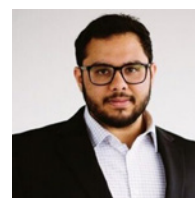
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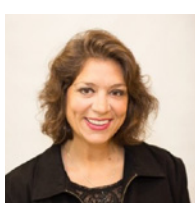
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Member
Barrington Angels



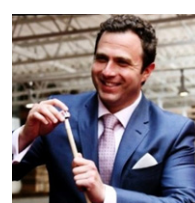
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Velocity Incubator



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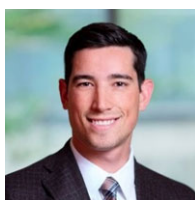
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Senior Manager,
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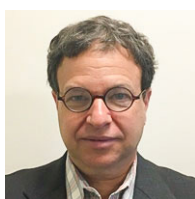
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Diana Saraceni
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Imaging Arts



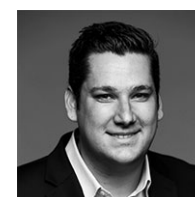
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Foothill Ventures



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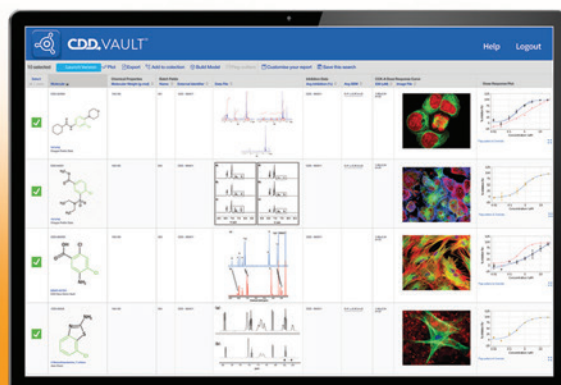
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TUESDAY, JANUARY 10 - 2ND FLOOR, THEATRE ENTREPRENEUR'S WORKSHOPS

Speakers

10:00 - 10:50 AM

HUSCH BLACKWELL **FDA STRATEGIES FOR THE FUNDRAISING ENTREPRENEUR**

- **Seth A. Mailhot**, Partner, Husch Blackwell 
- **Amy Emerson**, Chief Executive Officer, MAPS Public Benefit Corporation (MAPS PBC)
- **Kurt Jacobus, Ph.D.**, Senior Advisor, GRA Venture Fund, LLC
- **Michael Artinger, PhD**, Executive VP and Managing Director, VIC Technology Venture Development

11:00 - 11:50 AM




How will early-stage and first-time founders master the funding challenge and lead successful exits in 2023?

- **Sibylle Hauser**, Executive Director Innovation and Entrepreneurship, CLS 
- **Lyndsey Linke**, CEO, SiVEC Biotechnologies
- **Robert Lauritzen**, CEO, Cerebriu
- **Stuart Hwang**, Venture Partner, Remiges Ventures
- **Dave Johnson**, CEO, GugaMune

12:00 - 12:50 PM



How to leverage Taiwan's unique position as a gateway into and out of the Asia-Pacific region?

- **Arthur Chen**, Managing Partner, BE Health Ventures 
- **Wayne Huang**, Chief Central Superintendent, Show Chwan Health Care System & Dean, IRCAD Taiwan
- **Marwan Berrada-Sounni**, President, CEO, and Co-founder, Advanced NanoTherapies, Inc
- **Hank Wu**, COO, Luminopia
- **Vivian Emmely Golfin**, Associate, Intuitive Ventures, Intuitive Surgical

1:00 - 1:50 PM



IT ALL STARTS WITH YOUR STORY

- **Dennis Ford**, Founder & CEO, Life Science Nation
- **Gregory Mannix**, VP of International Business Development, Life Science Nation

2:00 - 2:50 PM



FUNDRAISING / INVESTOR LANDSCAPE & 10 MYTHS OF FUNDRAISING

- **Karen Deyo**, Director of Research, Israel Business Development, Life Science Nation

3:00 - 3:50 PM



NEGOTIATING TERM SHEETS

- **Mark Mihanovic**, Partner, McDermott Will & Emery
- **Brian M. Gordon**, Partner, McDermott Will & Emery
- **Gary Gershony**, Partner, BayMed Venture Partners
- **Nancy Briefs**, President & CEO, AltrixBio, Inc.
- **Matthias Breugelmans**, CEO, Elastrin

4:00 - 4:50 PM



FIRST TIME CEO

- **Dennis Ford**, Founder & CEO, Life Science Nation
- **Alex Vassallo**, BD Manager West Coast, Entrepreneurial Education Lead, Life Science Nation

HUSCH BLACKWELL

The success of a life science startup is often based on its FDA regulatory progress. This panel will cover some of the critical regulatory events for early-stage life science companies and what they mean for investors and others. Panelists will address how to objectively establish such events and ways to best promote those events to the investor community.

• **Seth A. Mailhot**, Partner, Husch Blackwell 



As Leader of the firm's FDA group, Seth handles a broad array of matters involving FDA-regulated products and services including food, medical devices, pharmaceuticals, biotechnology, tobacco, radiation-emitting electronic products and cosmetics. He assists clients in premarket strategies, advises on postmarket compliance, handles enforcement matters – including those before the U.S. Department of Justice – and drafts and negotiates corporate transactions. Seth began his career as a chemical engineer for more than a decade at the FDA, conducting regulatory research, performing inspections of regulated industry and serving as a compliance officer, followed by nearly 15 years in private practice. Clients appreciate his multidisciplinary experience when faced with highly technical regulatory issues. Among other clients, Seth counsels food producers, importers, restaurants, trade groups, farms, and manufacturers of food packaging materials and food additives as well as manufacturers of medical devices and pharmaceuticals. FDA compliance issues such as GMP, FSMA, GRAS, LACF; California State matters including Proposition 65, CLRA, FAL and UCL; premarket submission for medical devices [510(k) and PMA] and drugs (NDA and ANDA) are just a few of the matters he assist clients with for optimal solutions. He also explores emerging markets, such as electronic nicotine delivery systems (ENDS) and industrial hemp and cannabidiol, identifying potential regulatory issues in order to guide clients in developing business and marketing strategies.

• **Amy Emerson**, Chief Executive Officer, MAPS Public Benefit Corporation (MAPS PBC)



Amy Emerson is the Chief Executive Officer at the MAPS Public Benefit Corporation (MAPS PBC), a wholly owned subsidiary of the Multidisciplinary Association for Psychedelic Studies (MAPS), a 501(c)(3) non-profit. As the Chief Executive Officer, Amy has led the growth and development of this new subsidiary and is responsible for overall global regulatory strategy and implementation of research programs with a focus on the MDMA-assisted psychotherapy program within MAPS PBC. Amy started as a pro bono consultant at MAPS in 2003, and since then has built MAPS' clinical department while managing the MDMA Clinical Development Program with a focus on the PTSD indication. In 2014, MAPS Public Benefit Corporation was incorporated to focus on psychedelic drug development, therapist training programs, and future sales of prescription psychedelics prioritizing public benefit above profit. Amy brings decades of pharmaceutical development and research experience in Phase 1 through Phase 3 Randomized Controlled Trials including supporting three successful regulatory approvals for new biologics. Her professional experience at Novartis, Chiron and other pharmaceutical companies (1993-2009) spans various fields including immunology, oncology and vaccines.

• **Kurt Jacobus, Ph.D.**, Senior Advisor, GRA Venture Fund, LLC



Dr. Kurt Jacobus, Ph.D. serves as Managing Director at Georgia Research Alliance Venture Capital Fund, LLC since 2018. Previously he served as Interim Managing Director at the firm since joining in 2018 till 2018. He oversees the Fund's investment decisions and board relations. He serves on two external advisory boards for Georgia Tech. Formerly president and CEO of MedShape, Inc. that he co-founded – Dr. Jacobus is a materials scientist and mechanical engineer with a track record of growing young businesses as a leader, advisor and investor. In addition to MedShape, he had a founding role in three other companies and has served in a formal advisory role to five other companies. Dr. Jacobus began his career as a business consultant with McKinsey & Co., shortly after completing his Ph.D. in mechanical engineering at the University of Illinois. His engagements centered primarily on startup and turnaround work, infusing strategy, finance and operations expertise to drive better results for companies. Following McKinsey, he spent three years as vice president for The J.M. Huber Corporation, focusing on business development and mergers and acquisitions. Dr. Jacobus left Huber in 2006 to launch MedShape with co-founder Ken Gall, whom he had met as a student at the University of Illinois. As president, he led MedShape from an unfunded business plan to a thriving company with six medical device product lines, all derived from novel technologies.

• **Michael Artinger, PhD**, Executive VP and Managing Director, VIC Technology Venture Development



Michael Artinger, PhD, Executive Vice President and Managing Director VIC Colorado Branch, spent his career transforming innovation into commercial opportunity. He works closely with universities and inventors across the nation to recognize the potential of their discoveries and has deep domain expertise across multiple verticals, including therapeutics, vaccines, medical devices, diagnostics and information technology/software. Dr. Artinger has held leadership positions in companies in which he helped raise in excess of \$45m in growth capital and achieve exit event proceeds for investors and other shareholders in excess of \$350m. Dr. Artinger is also the holder of several patents and has numerous peer reviewed publications in the life sciences area. He has held appointments as Visiting Scientist in Medicine at both Harvard Medical School and Brigham and Women's Hospital, and conducted his Postdoctoral research at the Cardiovascular Research Center at Massachusetts General Hospital and Harvard Medical School. Dr. Artinger earned his Doctorate degree in Biology focusing on Developmental and Cell Biology, as well as his Baccalaureate degree in Applied Ecology from the University of California at Irvine.



Hear perspectives from serial entrepreneurs, first-time entrepreneurs and investors presented by California Life Sciences.

California Life Sciences (CLS) is the most impactful state trade association representing more than 1,100 life science members across 3 of the top 6 global leading life science eco-systems. CLS works on state and federal advocacy, offers advantage programs to the members. One of the signature programs for emerging start-ups with disruptive technologies is the FAST Advisory program. Over the past nine years in total 108 CA companies and 91 international companies have been selected for the FAST program. 12 exits, 9 acquisitions, and 3 IPOs, with over \$2.5B investment were secured across all fundraising rounds by FAST CA Alumni. Join us during RESI San Francisco to hear from founders and industry-leading investors about their journeys navigating the complex world of life science fundraising and licensing.

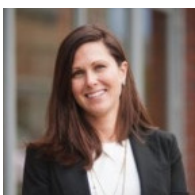
• **Sibylle Hauser**, Executive Director Innovation and Entrepreneurship, CLS 

Sibylle Hauser is Executive Director, Innovation & Entrepreneurship at California Life Sciences since April 2022. The FAST Advisory Program and the newly added Positioning for Capital Program are geared towards first-time life science founders to help accelerate and scale disruptive innovative technologies and platforms. Prior to this role she has been Strategic Advisor – Life Sciences at Richtr Financial Studio. Her expertise and focus is on supporting founders and CEO's of innovative start-ups in their fundraising and scale-up endeavors. She is also a member of the Investment Committee of the Gates Center for Regenerative Medicine at University of Colorado Anschutz Medical Campus. Her international professional career spans over 25 years in global Pharma incl. Boehringer Mannheim/Roche for 9 years, emerging Biotech and contract manufacturing with a successful track record in corporate business development, in-licensing, fundraising, strategic planning, and international commercialization including a US biopharmaceutical product launch. With engagements on the investor side as Membership Advisor Committee Member of CrowdSmart, a group in San Francisco and as former Associate at Forentis Fund (Precision Medicine) she sharpened her skills regarding due diligence processes. Her passion supporting first time life science founders in accessing and securing capital let her to start and chair the non-profit Women in Bio- Entrepreneur Center connecting over 90+ female founders in the life sciences.



• **Lyndsey Linke**, CEO, SiVEC Biotechnologies

Dr. Linke is the CEO and company co-founder. She has secured over \$4 million in grants and sponsored research for SiVEC Biotechnologies and brings over 15 years of scientific experience related to the R&D of novel therapeutics, antivirals, and diagnostic tests. Dr. Linke is first named inventor on seven granted or pending patents related to the SiVEC delivery platform and antiviral technology. She has a Ph.D. in Infectious Disease Epidemiology and a Master of Engineering in Biomedical Engineering from Colorado State University.



• **Robert Lauritzen**, CEO, Cerebriu

Robert Lauritzen has been a digital entrepreneur and executive management consultant since December 2016. Robert is currently the CEO of Cerebriu. Prior to that, they were an associate vice president at NNIT from January 2012 to December 2016. Robert also served as a director at NNIT from March 2007 to January 2012. Lauritzen has also been a senior project manager at NNIT from March 2004 to February 2007. In addition, they were a manager at Ferring Pharmaceuticals from January 2002 to January 2004. Robert has also been an independent consultant at Lauritzen Innovation from January 2000 to January 2003. Lauritzen was also a co-founder and head of development at Reipur Technology and DentalMan from January 1998 to January 2000. Robert Lauritzen has a degree in Informatics from the DTU - Technical University of Denmark. Robert also has certification from BoardAssure in Board Certificate, NNIT in ITIL Service Strategy (ITIL-SS), and NNIT in ITIL Foundation Level. Finally, they have certification from the Project Management Institute in PMP.



• **Stuart Hwang**, Venture Partner, Remiges Ventures

Stuart Hwang, Ph.D. is a venture partner and serial entrepreneur with over 25 years in corporate development including licensing, M&A, strategic alliances, portfolio prioritization and fundraising. He has acquired broad scientific and operational experience across multiple modalities like small molecules, biologics, and ADCs in oncology, neurology, and inflammation. Prior to Remiges, he was a cofounder and Chief Business Officer of Vincerox, building its pipeline and taking it public on the NASDAQ in 2020. Prior to Vincerox, he was active in company creation as President of Digestome Therapeutics and as an advisor to multiple early stage biotechs pioneering first-in-class therapies to address unmet patient needs including T-Cure, Quadriga, and Pellepharm. Earlier, Dr Hwang led business development at Supergen where he closed an epigenetic R&D strategic alliance with GSK, M&A with Astex Tx (resulting in Astex Pharmaceuticals (NASDAQ: ASTX)) and established the groundwork for an M&A with Otuska Pharmaceuticals. Earlier in his career, he has led various drug R&D efforts from discovery to clinical translation and validation and in introducing new technologies in drug development such as deep sequencing, gene discovery and transcriptional profiling (Agilent, Celera, Cor Therapeutics). Dr. Hwang is an inventor on several patents, authored numerous publications and presented at global scientific and business conferences.



• **Dave Johnson**, CEO, GugaMune

Dr. Johnson is an inventor, entrepreneur, and expert in genomics with a track record of bringing new medical technologies to the clinic and the market. Dr. Johnson is Founder and CEO of GigaMune, which is developing novel technology for in vivo targeted gene delivery of T cell receptors (TCRs) and chimeric antigen receptors (CARs) to treat serious diseases such as cancer and autoimmune diseases. Our vision is to bring gene therapy into mainstream medicine through in vivo delivery of any gene to any cell in any tissue location. Our initial goal is to challenge conventional ex vivo cell therapy manufacturing by reducing costs and improving outcomes. Previously, Dr. Johnson brought GigaGen's massively diverse recombinant polyclonal antibody drugs from concept to clinic. Dr. Johnson led negotiation and sale of the company to Grifols for a company valuation of \$142.9 million (with potential for further product-related earnout) in March 2021. Also, Dr. Johnson was among the founding members and COO of Natera (NASDAQ: NTRA). Prior to Natera he was the ENCODE Project Director at the Stanford Human Genome Center.



Taiwan, the USA, and the Asia-Pacific region have a curious relationship, giving the island nation some key and unique advantages compared to others in the region. Whether it be for investors or startups, how can these strengths be leveraged into sustainable, geometric growth?



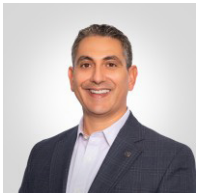
• **Arthur Chen**, Managing Partner, BE Health Ventures 

A serial entrepreneur and venture capitalist, Arthur works as the Managing Partner at BE Health Ventures, a healthcare focused investment firm, where he manages and invests a portfolio of medical technology ventures in the USA, Euro, and Asia. Arthur's passion is to empower young entrepreneurs. He is a startup venture builder at universities to help grow student teams from idea stages to real enterprises, a member of the board at Taiwan Startup Stadium (one of the largest startup incubation hubs in Asia) to coach Taiwan startups to go global and rock the world, and an impact investor at #43 Ventures to support social enterprises that make our world better.



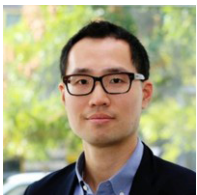
• **Wayne Huang**, Chief Central Superintendent, Show Chwan Health Care System & Dean, IRCAD Taiwan

Ircad Taiwan is a premier surgical training facility located in central Taiwan, established President Huang, founder of Showchwan Memorial Hospital Health Systems. Lead by Professor Marescaux, who oversees operation of the Ircad family of training centers in France, Brazil, and Taiwan, the Ircad group is now the reference institution in the field of surgical training and innovation. Graduated from Tulane school of medicine in 2005, and earned MPH from school of public health, Wayne Huang accepted surgical training at Showchwan memorial Hospital in 2010, and worked as an instructor at Ircad Taiwan. After became the dean in 2018, Wayne Huang involves managing all activities in the Training center, designing new surgical workshop, as well as coordinating research activity. The research have led to successful creation of several minimally invasive medical devices on the market. In 2019, Wayne Huang launched a new venture fund in Taiwan together with BE Health, to invest in early stage start-up companies in minimally invasive surgical devices.



• **Marwan Berrada-Sounni**, President, CEO, and Co-founder, Advanced NanoTherapies, Inc

Background in seed-funding fundraising, corporate structures, contract negotiation, licensing, and entrepreneurship. Business development and Start-Up professional who leverages foundations in Product Development and a vast network of Key-Opinion-Leaders to envision and shape medical device ventures. Experience starting and leading traditional & virtual R&D teams to First-in-Man and early sales, including interaction with FDA and notified body for regulatory and clinical discussions - 510(k) and FDA approval Clinical and device expertise in percutaneous therapies such electrophysiology, structural heart, cardiovascular and endovascular devices.



• **Hank Wu**, COO, Luminopia

Hank Wu serves as entrepreneur and advisory board member in the digital health community. As COO of Luminopia, he is working on the world's first digital therapeutic to treat neuro-visual disorders. Hank's startup highlights include advanced analytics for cell therapy (acquired), Flagship and Google-backed biotech (IPO), and medical diagnoses and prescriptions through machine learning (seed). Previously, Hank led digital R&D at Biogen and Evelo Biosciences, where he developed digital biomarkers, established the computing infrastructure and created the talent development program. Hank trained at the University of California, Berkeley (electrical engineering and computer science), Johns Hopkins University (biotech) and MIT Sloan (business). He is a co-author of scientific publications and patents.



• **Vivian Emmely Golfijn**, Associate, Intuitive Ventures, Intuitive Surgical

Dr Vivian Emmely de Ruijter is a venture capitalist and Stanford University trained physician in healthcare technology innovation. As an investor at Intuitive Ventures she invests in products and services that advance the future of minimally invasive care with an emphasis on digital products/services, focal therapeutics, medical devices and precision diagnostics. Prior to her current role, she served as a senior manager of the Digital and Healthcare Technology Strategy Group at Manatt, Phelps and Phillips where she provided expertise and interpretation to strategic healthcare technology initiatives and how to navigate the nuances of bringing products to market. Dr. de Ruijter also served as a life science technology innovation scientist at Stanford University and the Co-Director of the Stanford Pediatric Device Consortium in collaboration with the U.S. FDA. She was the 2016 Gruber's Innovation Fellow at Byer's Center of Biodesign at Stanford University after completing her training in hybrid interventional strategies at the IRCAD in France. Dr de Ruijter holds a Doctor of Medicine (MD) degree from The Erasmus University in the Netherlands, a post-doctoral designation in Biodesign, Pediatric Healthcare Technology Innovation, and Surgical Education and Innovation from Stanford University School of Medicine and School of Bioengineering, and completed the Stanford Ignite Program at the Stanford Graduate School of Business, an executive program focused on the fundamentals of business administration. She continues to teach at Stanford University and co-teaches among others MED275B, an undergraduate course in the fundamental principles of Biodesign.

The most successful entrepreneurs are always the best storytellers. Finding a way to naturally formulate your company's unique story and portraying this through multiple modalities whether it be a 1-minute elevator pitch or a 12-slide pitch deck is one of the most effective ways to get potential investors and partners on board with your value proposition. This bootcamp will cover the importance of entrepreneurial agency, finding your voice and developing a compelling narrative for the different players that will emerge along a deal chain, and language tools to refine your hook. Investors always bet on the team, not just the technology, and if every member of your startup can tell any strategic partner a consistent story of your company and technology, you are on the right track to building successful relationships.

• **Dennis Ford**, Founder & CEO, Life Science Nation



Dennis Ford is an entrepreneur, author, and frontier technologist with deep expertise in sales, marketing, and business development. Dennis has spent a decade in the early-stage life science arena creating a partnering platform that matches next-generation drugs, devices, diagnostics, and digital health products with investor and licensing partners. Dennis has developed an active network of global investors ranging from Family Offices, Private Equity, Venture Capital, Foundations, and Endowments to large Corporate and Pharmaceutical firms interested in high-growth early-stage technologies. Dennis has also pioneered a unique global partnering event called the Redefining Early-Stage Investments Conference Series that matches investors and licensing partners with startup firms based on stage of development and product.

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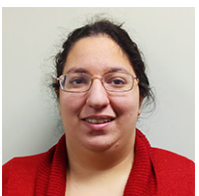
• **Gregory Mannix**, VP of International Business Development, Life Science Nation



Greg Mannix is Vice President of International Business Development at Life Science Nation. After graduating from the University of California, he moved to Europe where he began a career in the life sciences and obtained a Master's degree from IE Business School in Madrid. He has extensive experience in sales and marketing management in the medical devices field. He has worked extensively in Europe, North America and Latin America and he speaks English, Spanish and French. Greg's role at LSN is to provide international early-stage companies with the tools and strategies to successfully fundraise and to facilitate cross-border investments, licensing, and M&A transactions.

Whether you are a first-time CEO or a seasoned entrepreneur, fundraising from Seed to Series B can be a complex challenge. Join members of LSN's Investor Research Team as they uncover the 10 myths of fundraising that commonly catch fundraising executives off-guard and the different categories of early-stage life science investor that can provide capital for your startup entity

• **Karen Deyo**, Director of Research, Israel Business Development, Life Science Nation



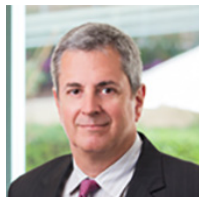
Karen Deyo is an Investor Research Analyst at Life Science Nation. In addition to her role curating the LSN Investor Database, she is actively involved in Israel BD, utilizing her professional and personal connections to connect LSN to the Israeli life sciences startup community. Karen has a Masters of Engineering in Biomedical Engineering as well as a Certificate in Graduate Business Study from Worcester Polytechnic Institute and a Bachelor of Science degree in Engineering with a concentration in Bioengineering from Olin College of Engineering.



McDermott
Will & Emery

This interactive workshop, organized and led by McDermott Will & Emery, will provide wisdom to early-stage CEOs and management on the latest trends in term sheets, with a focus on founder and management equity opportunities. The workshop will cover common issues of concern to entrepreneurs (valuation/dilution, liquidation preference, board makeup, protective provisions, anti-dilution). Experts from the legal, investment and entrepreneurial community will discuss the interplay of financing milestones in the term sheet discussion.

• **Mark Mihanovic**, Partner, McDermott Will & Emery



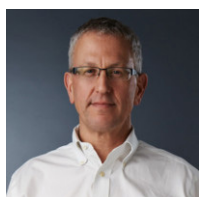
Mark J. Mihanovic, head of the Firm's California Corporate group and head of the Emerging Companies/Venture Capital group, focuses his practice primarily in the areas of corporate finance and mergers and acquisitions. He represents companies in a broad range of industries, with a particular emphasis on technology, life science and health care companies. Mark serves as corporate liaison partner in the Firm's strategic alliance with MWE China Law Offices based in Shanghai. Mark serves as lead counsel on behalf of issuers and underwriters in public offerings and private placements (including private investments in public equities (PIPEs)) of equity and debt securities. He handles stock and asset acquisitions, divestitures, mergers, proxy fights and joint ventures and has had primary oversight responsibility for the regional and worldwide acquisition programs of multiple clients. Mark represents early-stage companies in connection with formation and organizational issues and venture capital and other financings and has also represented investors in complex venture capital transactions involving equity and debt. Mark has substantial experience advising corporate boards of directors and management regarding fiduciary duties (including in connection with potential change in control transactions and consideration of "poison pill" stockholders rights plans) and corporate governance issues. He assists publicly traded companies with their Securities and Exchange Commission filings and other securities compliance matters. He also advises investment banks on securities compliance issues and in acting as financial adviser and delivering fairness opinions in the context of acquisitions and restructurings.

• **Brian M. Gordon**, Partner, McDermott Will & Emery



Brian M. Gordon represents venture-backed technology companies in acquisitions, financing transactions, the negotiation of credit facilities, corporate governance, employment and equity compensation matters and the resolution of day-to-day legal issues. Brian also has significant experience representing private equity funds in the acquisitions and disposition of portfolio companies, in both control and non-control transactions. He counsels strategic buyers and sellers in M&A transactions. He also represents restaurants and retail groups in private equity and acquisition transactions.

• **Gary Gershony**, Partner, BayMed Venture Partners



For the past 20 years Dr. Gershony has practiced interventional cardiology at John Muir Cardiovascular Institute in the San Francisco Bay Area where he is currently the Director of Cardiovascular Research, Education and Technology, and has established a successful Transcatheter Aortic Valve Replacement (TAVR) program. Dr. Gershony's research interests include novel devices for complex coronary and peripheral angioplasty, percutaneous valve therapies and local drug-delivery to prevent restenosis. He has participated in numerous multi-center clinical trials as a Principal Investigator. Dr. Gershony is board certified in general cardiology and interventional cardiology and is a Fellow of the American College of Cardiology, the Royal College of Physicians, the American Heart Association and the Society for Cardiovascular Angiography and Interventions. Dr. Gershony has authored over 100 manuscripts and abstracts in the field of cardiology and is a regularly invited faculty lecturer to the preeminent U.S. and international interventional cardiology meetings. Dr. Gershony has served on the adjunct faculty of the Stanford Biodesign Innovation Program. Dr. Gershony is the author of 10 issued medical device patents. He has been a member of the scientific advisory board or a consultant to numerous medical device companies and venture capitalists in the Bay Area and elsewhere. Dr. Gershony is an active early stage MedTech company investor and mentor, a member of Life Science Angels Medical Device and Digital Health Committee, and a member of the Band of Angels.

• **Nancy Briefs**, President & CEO, AltrixBio, Inc.



Strategic business leader with extensive experience creating value, driving strategy and launching product commercialization in diverse life science companies. Deep general management and fundraising expertise having raised over \$500 M in equity including IPO. Innovative, collaborative and entrepreneurial, strong communicator and tenacious. Energized by turning innovation into commercial reality, working with creative scientists, and communicating value to partners and investors.

• **Matthias Breugelmans**, CEO, Elastrin Therapeutics Inc.



Matthias is an experienced life science entrepreneur in diagnostic and biotech scene with a passion for bringing innovation to patients in need. He gained experience working in the pharmaceutical industry in Germany where he focused on productivity improvement and organizational development. Matthias is currently CEO of Elastrin Therapeutics, that is developing a groundbreaking new technology capable of reversing tissue and organ calcification. He enjoys spending time with loved ones, travelling and bike racing, and is a motivated chef and sommelier.

This session will cover some of the most common pitfalls that catch first-time and serial entrepreneurs off guard. From false premise and being tentative to surrounding yourself with executives that do not have augmentative and complimentary skillsets, there are many things that can slow the growth of your early-stage life science entity. By learning how to avoid these issues and not run yourself over, your chances of making it to the market will increase greatly.

- **Dennis Ford**, Founder & CEO, Life Science Nation



Dennis Ford is an entrepreneur, author, and frontier technologist with deep expertise in sales, marketing, and business development. Dennis has spent a decade in the early-stage life science arena creating a partnering platform that matches next-generation drugs, devices, diagnostics, and digital health products with investor and licensing partners. Dennis has developed an active network of global investors ranging from Family Offices, Private Equity, Venture Capital, Foundations, and Endowments to large Corporate and Pharmaceutical firms interested in high-growth early-stage technologies. Dennis has also pioneered a unique global partnering event called the Redefining Early-Stage Investments Conference Series that matches investors and licensing partners with startup firms based on stage of development and product.

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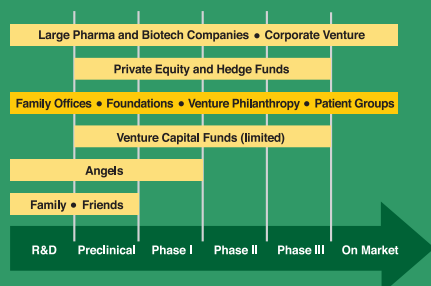
- **Alex Vassallo**, BD Manager West Coast, Entrepreneurial Education Lead, Life Science Nation



Alexander Vassallo is the Business Development Manager for the West Coast (US) at Life Science Nation. After obtaining his Master of Science (M.Sc.) in Bioscience Entrepreneurship from University College London, Alex moved to the US to start his career on the business side of the life sciences industry. Alex also has a Bachelor of Science (B.Sc.) degree in Biological Sciences (Immunology) from the University of Edinburgh which helped form the basis of his Master's thesis in novel cellular immunotherapies for type 1 diabetes. Alex is also the Entrepreneurial Education Lead and has helped Dennis Ford, Founder and CEO of Life Science Nation, to develop a new range of entrepreneurial education courses designed to give aspiring scientist-entrepreneurs and fundraising executives the skills and tools needed to launch global partnering initiatives.

The Life Science Executive's FUNDRAISING MANIFESTO

BEST PRACTICES FOR IDENTIFYING CAPITAL IN THE BIOTECH AND MEDTECH ARENAS
by Dennis Ford



Contributors

Robert Cohen, Tom Crosby, Jack Fuller, Nono Hu, Maximilian Kletmann, Gerard O'Connor, Lucy Parkinson, Danielle Silva, and Alejandro Zamorano

ABOUT THE BOOK

A primary objective for life science executives is raising capital. Very often, however, a lack of marketing and sales skills impedes their efforts. Focusing regionally, rather than globally, only compounds the challenge.

The Life Science Executive's Fundraising Manifesto helps scientists understand the fundamental skills needed to brand and market their companies, using a consistent message to achieve compelling results from a fundraising campaign. It teaches you how to aggregate a list of potential global investors that are a fit for your company's products and services. Then it explains how to efficiently and effectively reach out to potential investor targets, start a dialogue that fosters a relationship, and ultimately secure capital allocations.

Raising capital is not a one-time event. It must be an ongoing part of your business strategy. *The Life Science Executive's Fundraising Manifesto* reveals the expertise required to continually fundraise and bring your ideas to market.

FOR MORE INFORMATION

Visit www.FundraisingManifesto.com

or visit the Life Science Nation table at the exhibit hall



GLOBAL TECH HUB GATHERING

Tech hubs from around the world are coming to RESI JPM San Francisco 2023! Tech hubs are a crucial part of the Life Science Nation (LSN) and RESI community as they provide capital, entrepreneurial support, lab space, and economic development for their cohort of aspiring scientist-entrepreneurs, and fundraising executives. Ranging from universities, non-profits, incubators, accelerators, and regional and government organizations, they are all looking to connect with investors, strategic partners, and early-stage life science startups in Boston. Get to know these global communities of innovation!



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